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THE Publishers' Weekly

The American Book Trade Journal

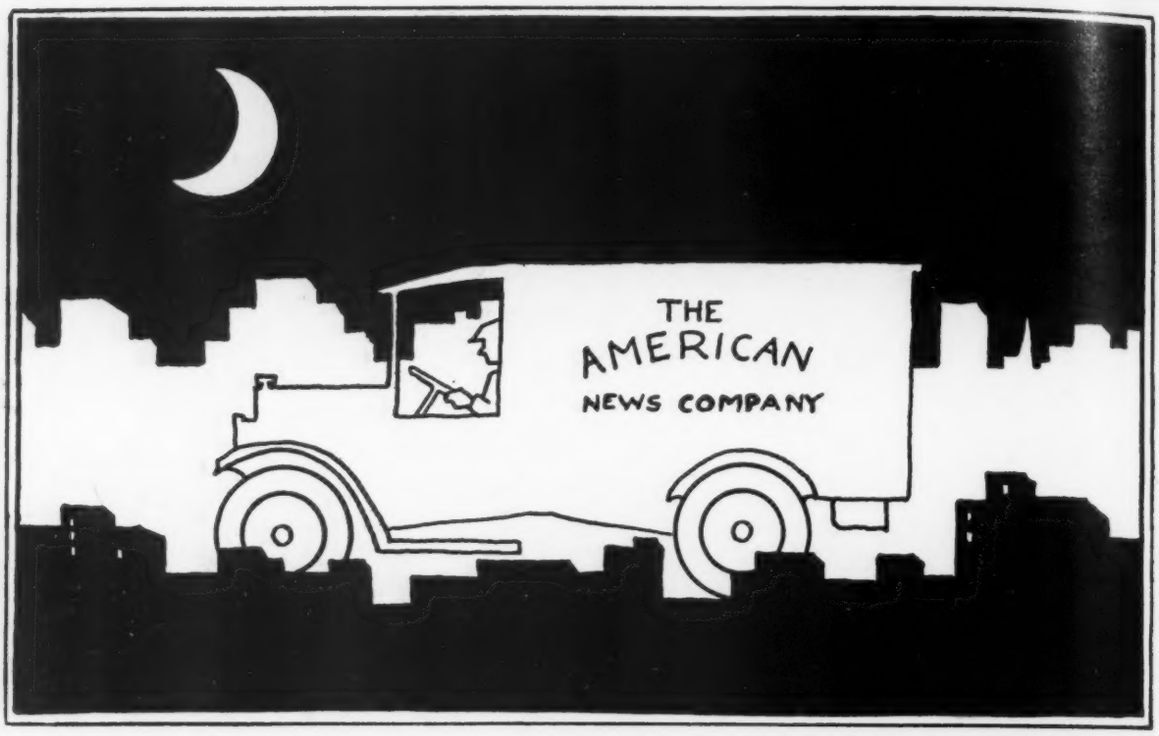
62 West 45th Street, New York

VOL. CXIX NEW YORK, MARCH 14, 1931 No. 11

SPRING ANNOUNCEMENTS 1931

A COMPLETE INDEX
of the new books (March to June) entered
by author, title and series

The publishers' advertisements with descriptive notes are alphabetically arranged for easy reference



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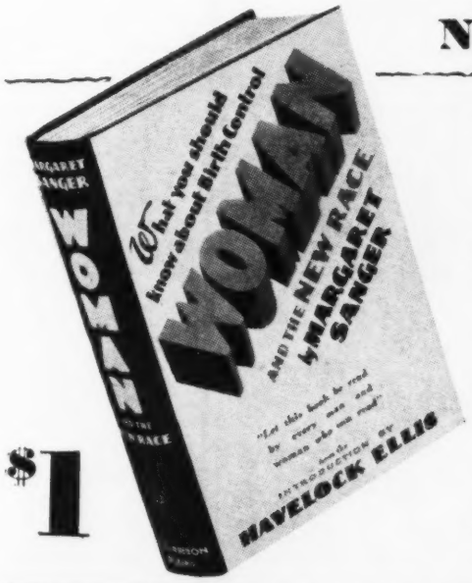

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NEW TITLES APRIL 15th

52. **WOMAN AND THE NEW RACE**—Margaret Sanger. *What you should know about Birth Control, by the author of "Happiness in Marriage".*

53. **THE NEXT AGE OF MAN**—A. E. Wiggam. *What science can do for your children, by the author of "Exploring Your Mind".*

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Author of
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SPRING 1931

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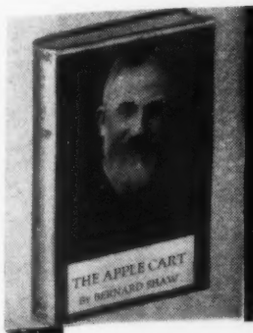

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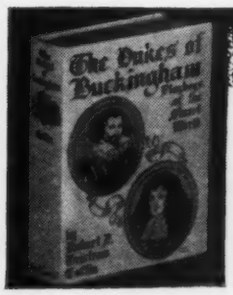

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BOOKS FOR SPRING 1931

RIVER TO THE SEA
By George Agnew Chamberlain
Already published. $2.00

FOUR CENTS AN ACRE
By Georges Oudard
Already published. $3.50

THE GARDENER OF EVIL
By Pierre Loving
Already published $2.50

STRANGE COMBAT
By Sarah Salt
Already published $2.50

ST. LOE STRACHEY
His Life and His Paper
Already published $5.00

DAMNED LITTLE FOOL
By Cosmo Hamilton
Already published $2.00

MURDER MADNESS
By Murray Leinster
Already published $2.00

March

PICK-UP
By Eunice Chapin
Already published $2.00

SINGLE LADY
By John Monk Saunders
March 20th $2.00

April

BOY'S LIFE OF PERSHING
By Harold McCracken
April 3rd $1.75

THAT ROYAL LOVER
By Conrad Bercovici
April 3rd $2.50

DOCUMENTS IN THE CASE
By Dorothy L. Sayers and Robert Eustace
April 10th $2.00

LITTLE GREEN APPLES
By Geoffrey Moss
April 17th $2.00

CAN THESE THINGS BE
By Georges Seldes
April 17th $4.00

UNDER THE NORTH POLE
By Sir Hubert Wilkins
April 24th $3.00

THE WEB OF YOUTH
By W. E. Suskind
April 24th $3.00

THE MYSTERIOUS MADAME
Helen Petrovna Blavatsky
Founder of Theosophy
By C. E. Bechofer Roberts
April 24th $3.50

BABY
By Genevieve Nolan
April 24th $2.00

May

THE MAID OF NETTUNO
By Ludwig Huna
May 1st $2.00

THE FAMILY SEES FRANCE
By Eustace Adams
May 15th $1.50

THE GRASSHOPPERS COME
By David Garnett
May 22nd $2.50

SPEED
By Capt. Frank Hawks
May 29th $2.50

June

WINGS OF TOMORROW
By Juan de la Cierva
June 12th $2.50

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2 natural* sellers

*def: "of or pertaining to natural things AND HOW!"

SINGLE LADY

By JOHN MONK SAUNDERS

The popular author of "WINGS" and "THE DAWN PATROL" tells the exciting, romantic tale of Nikki, the girl who said she could walk faster in red shoes, and who, terribly young and tender finds her way into the disordered lives of Bill, Cary, Johnny Swann and The Washout, war fliers left adrift in Paris after the Armistice.

SINGLE LADY has *everything!*—fighting in the air, romance, the glamor of Paris, Lisbon, Madrid, and the grandest girl you've ever introduced!

Ready March 20th $2.00

PICK-UP

By EUNICE CHAPIN

Here she is!—bright little, blonde little Cherry Towne, who lost her hat and heart on a Fifth Avenue bus. But Niels was there to play "pick-up" and take her to his penthouse. "Penting tonight, repenting tomorrow?" asked Cherry over the rim of her highball. PICK-UP is one of the most daring, delightful novels of the Spring. From the Ritz roof to The Casino and the Beaux Arts Ball there are thousands who will want to share Cherry's gay and dangerous adventures.

Just published $2.00

BREWER, WARREN & PUTNAM, Inc. N. Y.

Until September

-:-

FROM this date until the first of next September this Spring Announcement number is an Index of prime usefulness because it provides a quick guide to the author, title, publisher and price of the books published during January, February and March and planned for publication during April, May and June. Every clerk should have an individual copy of this most serviceable "quick-finder" for ready reference in serving the patrons of your shop.

"P. W." subscription $5 yearly
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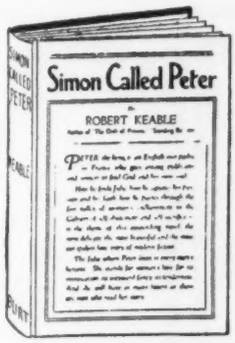
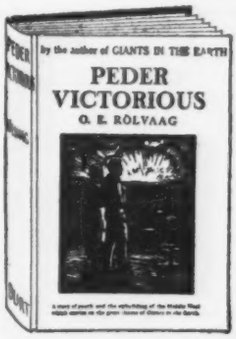


Highlights From Burt's Early Spring List



SIMON CALLED PETER. By Robert Keable.
The Julie whom Peter loves is every man's heroine. She stands for woman's love, for its intoxication, its wayward fancy, its tenderness. And she will have as many lovers as there are men who read her story.

CUTTERS, THE. By Bess Streeter Aldrich.
The author takes "The Cutters," a typical American family, and portrays their lives with humor and sympathy.

PEDER VICTORIOUS. By O. E. Rölvaag.
PEDER VICTORIOUS—what a ring to that name! His father, Per Hansa, had given it to him, and the father's pioneer strength moves in this boy as, with the triumphant power of youth, he takes over his New World inheritance.

GENERALS DIE IN BED. By Charles Yale Harrison.
This brilliant book has aroused more controversy than any war book yet published.

THE SELBYS. By Anne Green.
The gayest and wittiest tale of the year. Its tremendous sale in the original edition will be duplicated in the popular priced edition.

IRON MAN. By W. R. Burnett.
"Coke" Mason, the mechanic's helper who became middleweight champion, is as unforgettable a figure as Little Caesar.

SAND. By Will James.
This is as fine a story as "Smoky." The background is the plains. The characters are cowboys and horses depicted in Will James' inimitable technic.

DIANA. By Emil Ludwig.
Translated by Eden and Cedar Paul. (Complete in one volume.)
Like the Goddess whose name she bore, Diana worshipped freedom, but she also worshipped love. Emil Ludwig, brilliant biographer of great personages, has written a beautiful, modern, romantic novel.

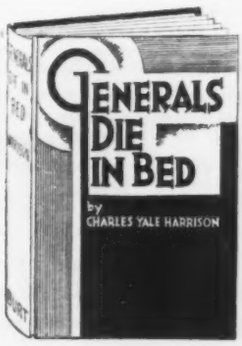
TREASURE HOUSE OF MARTIN HEWS, THE. By E. Phillips Oppenheim.
This is a thrilling and tense story of a struggle between master brains, of gang wars, of deceit, of murder, while the sinister Martin Hews sits in his fortified treasure house.

RED ACES. By Edgar Wallace.
Further doings of Mr. J. G. Reeder, detective. A grim death followed in his wake, for he had a criminal mind.

A. L. BURT COMPANY

Publishers

New York **Chicago**



JUAN IN AMERICA BY ERIC LINKLATER

America seen through an Englishman's eyes. It makes riotous and splendid reading!

J. B. PRIESTLY: "I shall not be surprised if *Juan in America* is the outstanding novel of this spring season. It is a magnificent frolic."

March choice of the English Book Society

Publication date MARCH 23rd
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More
potential best sellers for Spring, from
Jonathan Cape & Harrison Smith

Red Bread
by MAURICE HINDUS
The successor to Mr. Hindus' famous *Humanity Uprooted.* (May 4th) *Illustrated* $3.50

The Magnet
by MAXIM GORKI
The second volume of Gorki's masterpiece (the first was *Bystander*). It closes with the "bloody Sunday" of January, 1905. *Translated by ALEXANDER BAKSHY.* (April 20th) $3.00

Love Goes Past
by URSULA PARROTT
Need we say more? (June 22nd) $2.00

Son of Woman:
The Story of D. H. Lawrence
by J. MIDDLETON MURRY
Mr. Murry is the first to decipher the tragic record of D. H. Lawrence's inward struggle. (April 20th) $3.00

Endurance:
An Epic of Polar Adventure
by COMMANDER FRANK WORSLEY
The author was Master of *The Endurance* and accompanied Sir Ernest Shackleton on his ill-fated voyage to the South Pole in 1914. This thrilling book sheds new light on the secrets of that expedition. *Preface by LORD JELLICOE. Fully illustrated with photographs.* (May 4th) $3.00

Not previously announced

When Southern Labor Stirs
by TOM TIPPETT
First-hand testimony about the amazing and dramatic strikes of southern textile workers. (March 23rd) *Illustrated,* $2.50

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A powerful novel of a Norwegian seaside community. Ready. $2.50

STORIES WITHOUT WOMEN. *by Donn Byrne*
A new edition of this much sought-after collection. Ready. $2.00

THE FOUR-FLUSHER. *by Elizabeth Jordan*
Miss Jordan's first straight non-mystery novel in six years. March 20. $2.00

GALLOPING DOWN. *by Brainerd Beckwith*
A magnificent story of the last of a hard-drinking Irish family. April 17. $2.00

MY HUSBAND'S FRIENDS. *by Katherine Bellamann*
A clever, well-written tale of marital relations. Ready. $2.00

YESTERDAY MORNING. *by Parker Fillmore*
A sensitive story of youth and adolescence. Ready. $2.00

A MAN AND A WOMAN. *by Carl Grabo*
Psychological conflict resulting from a marriage of passion. Ready. $2.00

THE WORLD WAS SEVENTEEN. *by Marie Sherman Cary*
A poignant story of a great loyalty. Ready. $2.00

BINNY'S WOMEN. *by Gladys Knight*
A dramatic story of two women, in a New Orleans Setting. March 20. $2.00

JIMGRIM. *by Talbot Mundy*
Weird international intrigue and blood-curdling adventure. March 20. $2.00

SURF. *by Knud Andersen*
A powerful Scandinavian novel of the sea. March 20. $2.00

THE WESTMINSTER MYSTERY. *by Elaine Hamilton*
A rip-snorting murder mystery with an unusual solution. March 20. $2.00

NON-FICTION

GREEN HELL. *by Julian Duguid*
A tremendous narrative of adventure in Bolivian forests. Illus. Apr. 17. $4.00

JAMES FENIMORE COOPER. *by Henry Walcott Boynton*
A biography based on source material never before available. Illus. May 15. $5.00

STOUT CORTEZ. *by Henry Morton Robinson*
The adventurous story of the conqueror of Mexico. Illus. March 20. $4.00

THE RISE OF U. S. GRANT. *by A. L. Conger*
A military biography largely based on battlefield sources. Illus. Apr. 17. $5.00

GRAY SHADOWS. *Compiled by Joseph Lewis French*
Prison stories by Jim Tully, Ernest Booth, and many others. Illus. with woodblocks by Roger Buck. April 17. $3.50

THE AMERICAN ILLUSION. *by Lucien Lehman*
A Frenchman looks frankly at the U. S. A. April 17. $2.00

MURDER AT BELLY BUTTE. *by T. Morris Longstreth and Henry Vernon*
True cases handled by the Canadian Mounted Police. Illus. April 17. $3.00

RADIO WRITING. *by Peter Dixon*
An authoritative book on a popular new form of writing. Illus. May 15. $2.50

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Recently discovered lectures by the great German philosopher. Ready. $2.50

HERE ARE DOGS. *Compiled by Ollie Depew*
Dog stories by Dorothy Parker, Christopher Morley, and others. April 17. $2.50

OLD ERRORS AND NEW LABELS. *by Fulton J. Sheen*
Brilliant essays on contemporary fallacies in the Chestertonian manner. May 15. $2.00

NEW CENTURY JUVENILES will be found on next page

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This story for girls, which has been selected by the Junior Literary Guild, tells of a girl who loses her memory through a shock; and of the happy time she spends with some artists in Nantucket, where she discovers an artistic gift in herself. A charming, colorful story. Illustrated by Ruth King. Ready. $2.00

MYSTERY ISLAND. *by Ralph Henry Barbour*

The story of a boy who wants to be a detective when he grows up, and who is given a real mystery to solve on a lonely lake in the Maine woods. A top-notch Barbour story with a fresh plot. Illustrated by John D. Whiting. Ready. $1.75

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A mystery story centering around a father and his son in the wilds of Alaska, in which are featured a mysterious Indian with two enormous trained wolves, as well as "Cap," one of the grandest dog characters in any of Dr. Diven's books. Illustrated by Charles Livingston Bull. Ready. $2.00

MAD ANTHONY. *by Rupert Sargent Holland*

A biography of General Anthony Wayne, the hero of Stony Point, and probably the most dashing soldier in the Revolutionary War. Mr. Holland lives only a few miles from Mad Anthony's own home, and knows the scenes of many of his great exploits intimately. Illustrated by Henry Pitz. March 20. $2.00

SIR HENRY MORGAN, BUCCANEER. *by Merritt Parmelee Allen*

The life story of the famous English sailor-fighter of the 17th Century. An exceptionally fine book for boys, telling a spirited story of adventure and painting a true picture of one phase of life in the gaudy days of the Spanish Main. Illustrated. March 20. $2.00

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Making Bolsheviks

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Just back from his fourteenth trip to Russia, Mr. Harper reveals Soviet Russia's state of mind. His emphasis upon the psychological factor is new. *Published February* 24. $2.00.

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By Edgar J. Goodspeed

Curious problems of the literary detection of spurious gospels by the well-known translator of *The New Testament*. *Published March* 3. $2.00.

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A detailed documented history of the Southern Confederacy's long and unsuccessful efforts to coerce Europe into giving recognition and aid to their cotton exports. *Published May* 19. $5.00.

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A DELINQUENT CAREER

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Following the technique of the "Jack-Roller," Mr. Shaw interprets this "own story" of a delinquent career. *Published April* 7. $3.00.

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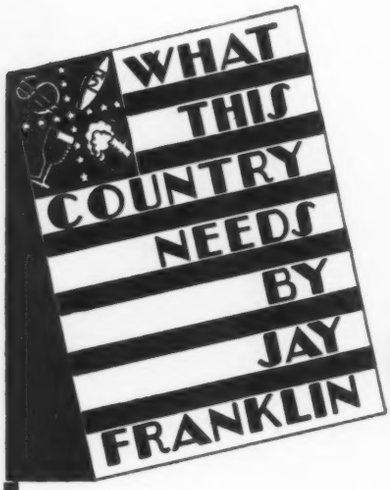


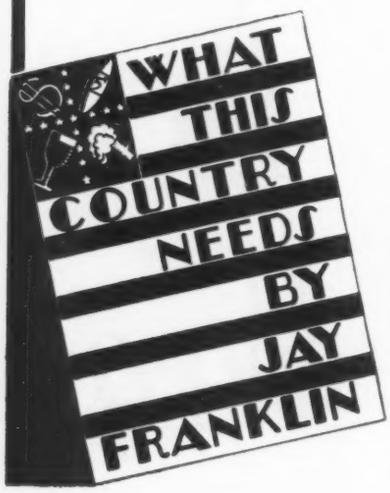
WHAT THIS COUNTRY NEEDS

BY JAY FRANKLIN

"With nearly a million Americans in the public service, we have a government by clerks instead of by experts. The politicians tell us that this is because democracy distrusts experts. They lie. Politicians distrust experts because experts could check politicians."

"Other nations have always regarded our loud protestations of altruism as being rather hypocritical in view of the fact that we have invariably emerged from every international prayer-meeting with the largest gold watch in the congregation firmly tucked away in our hip pocket."

A dazzling, robust commentary on the America of today—its relations to the world and to Americans—as wise as it is witty, as virile in its humor as it is full of two-fisted common sense. Jay Franklin reveals the amazing results and comic by-products of the way we see fit to govern ourselves, in a style that rivals detective fiction in speed and musical comedy in laughs. The readers of this book will be its best salesmen.



Who is the brilliant member of official Washington who masquerades under the *nom de plume* 'Jay Franklin'?

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BY JAY FRANKLIN

Get this book into the hands of your key customers at once—the men and women in your city who always manage to read the right book first—and then look to your stock and your re-orders so you'll be prepared for what happens after the first dinner-parties those people give. Do you remember the Gentleman with a Duster and the response that greeted his MIRRORS OF WASHINGTON? Then be prepared for the landslide this book will produce.

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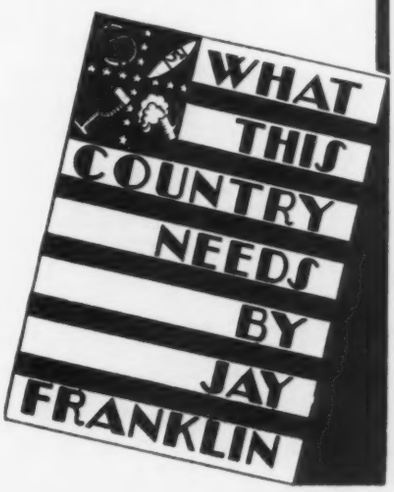
"The brilliance of the Western Senators is so often of the tongue rather than the brain that it is becoming obvious that the traditional wide open spaces of the West are too often surrounded by teeth."

Who are the political leaders who will send out riot-calls of protest when this book is published?



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By D. K. BROSTER
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By HENRY COTTON
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A GAY but accurate modern "Baedeker" for natives who think they know their fair city, and visitors who confess they don't. Here is *the* authoritative guide, by one of New York's best-known men-about-town. All about hotels, steamships, airports, night life, trips from 5c to $50, restaurants, shopping for men and women, etc.—plus eleven chapters on the unique and unknown.

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There will be an "Intimate Guide Box"—with All About NEW YORK and DINING IN NEW YORK in a gay slip case.

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***An Intimate Guide by* JOHN DRURY**

WHERE are those haughty innocents who say "there are no places to really dine in Chicago"—this book is waiting for them. The author, whose CHICAGO IN SEVEN DAYS is a standard authority, has compiled a lively directory that reveals innumerable gastronomical locations that will astonish even the oldest and most peripatetic habitue of Chicago.

Roof garden paradises, hideaway beer gardens, boulevard cafes, aromatic steak houses, swagger hotels, roadhouses and tearooms—for the man-about-town and him who would like to be, and her who would like to go with him.

Here too are intimate chapters on wines, tipping, menus—and other to-be-whispered details. A book for everyone who either lives in the "Windy City" or plans to go there.

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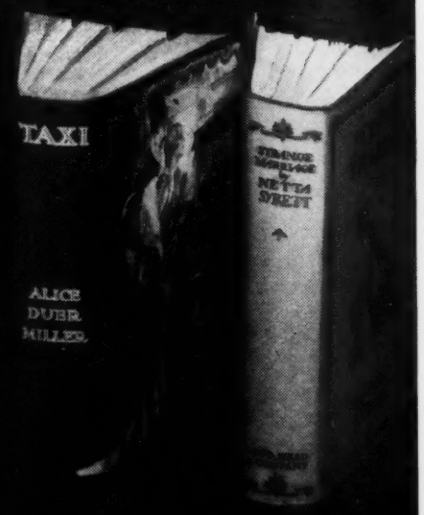

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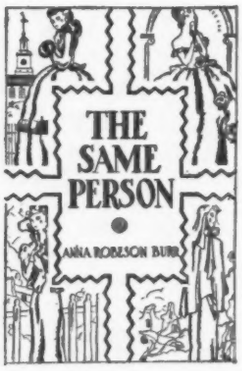

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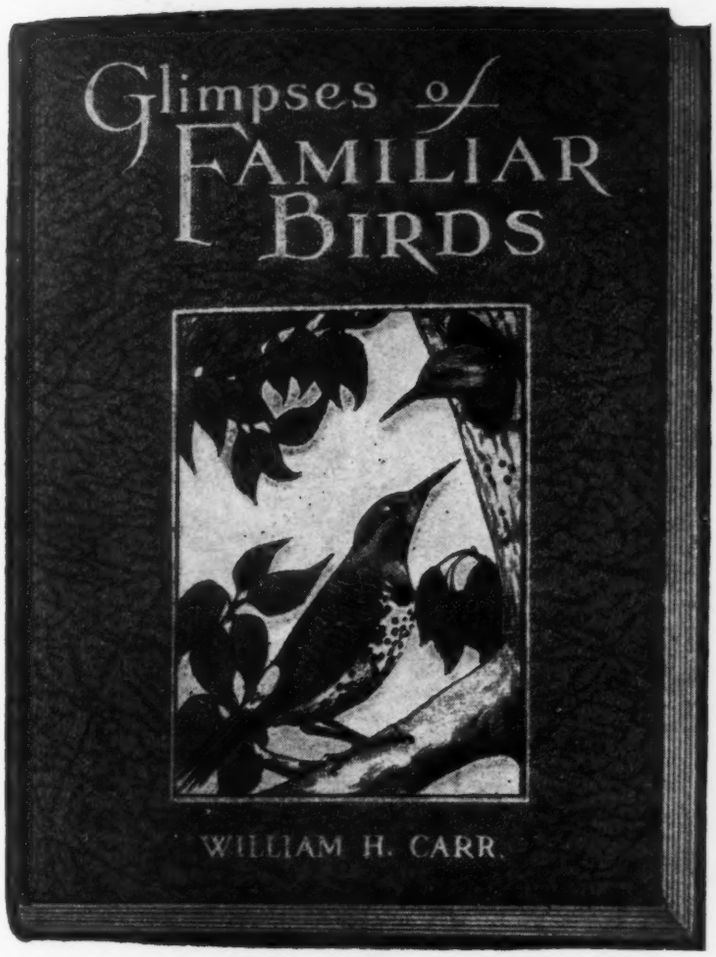

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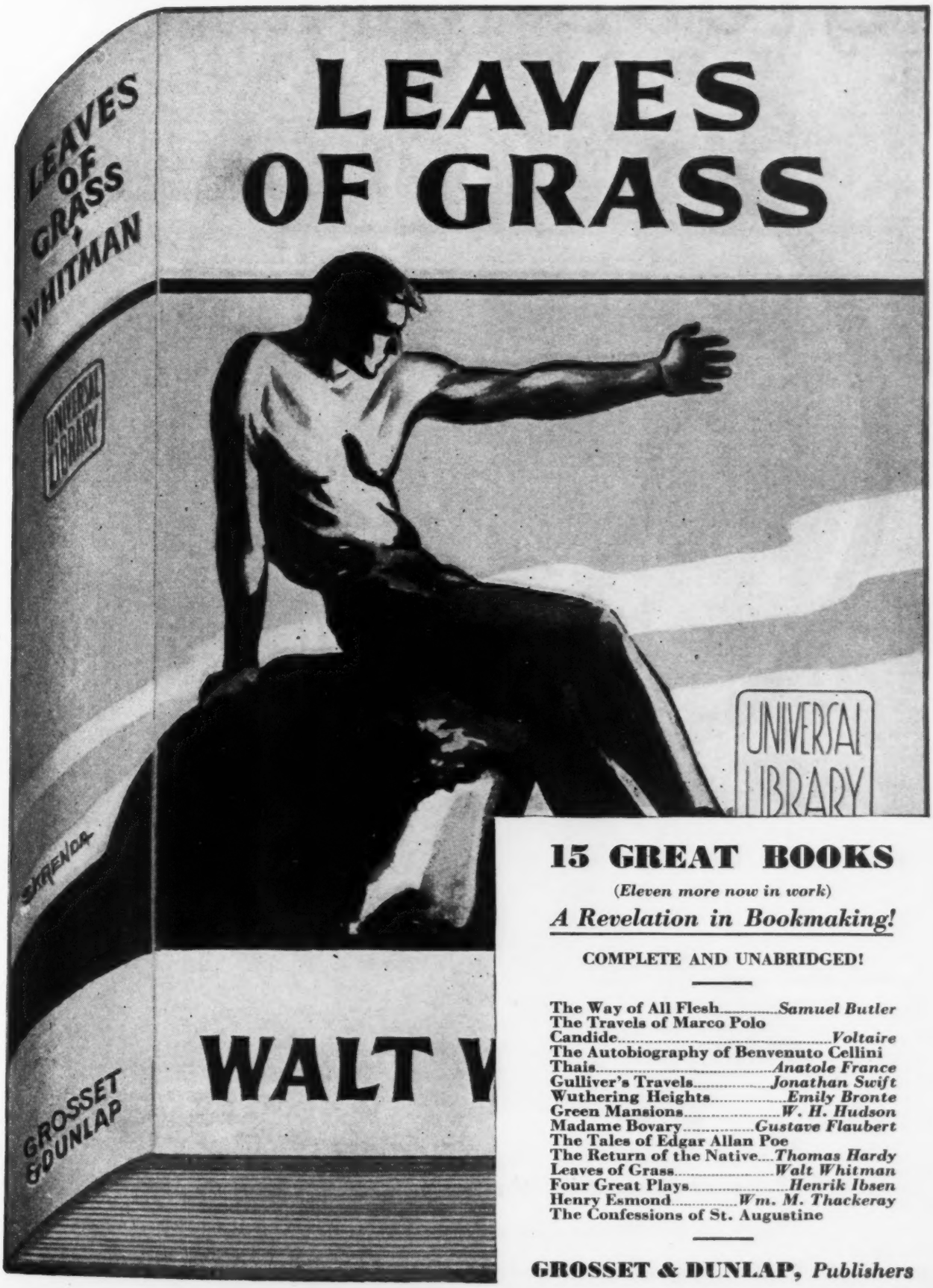

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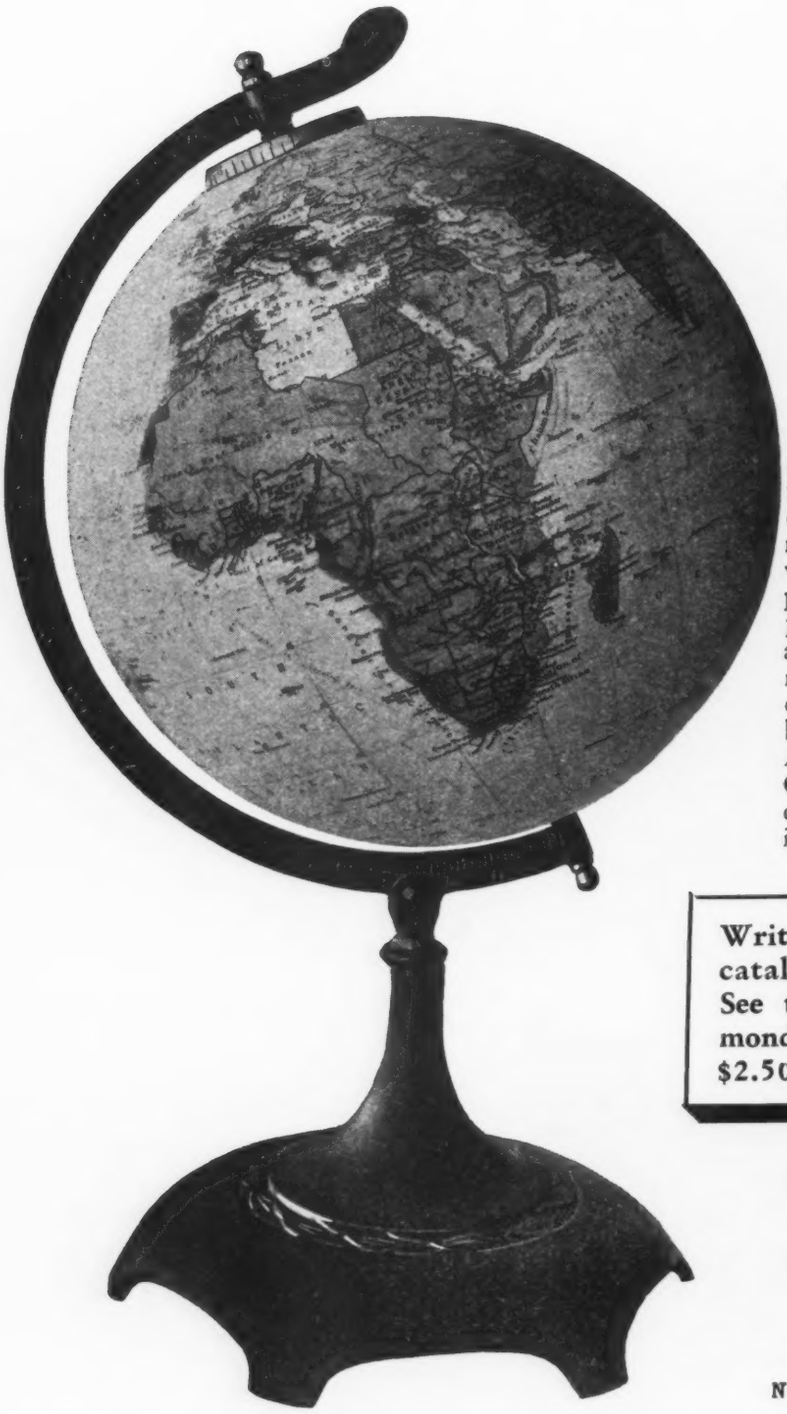

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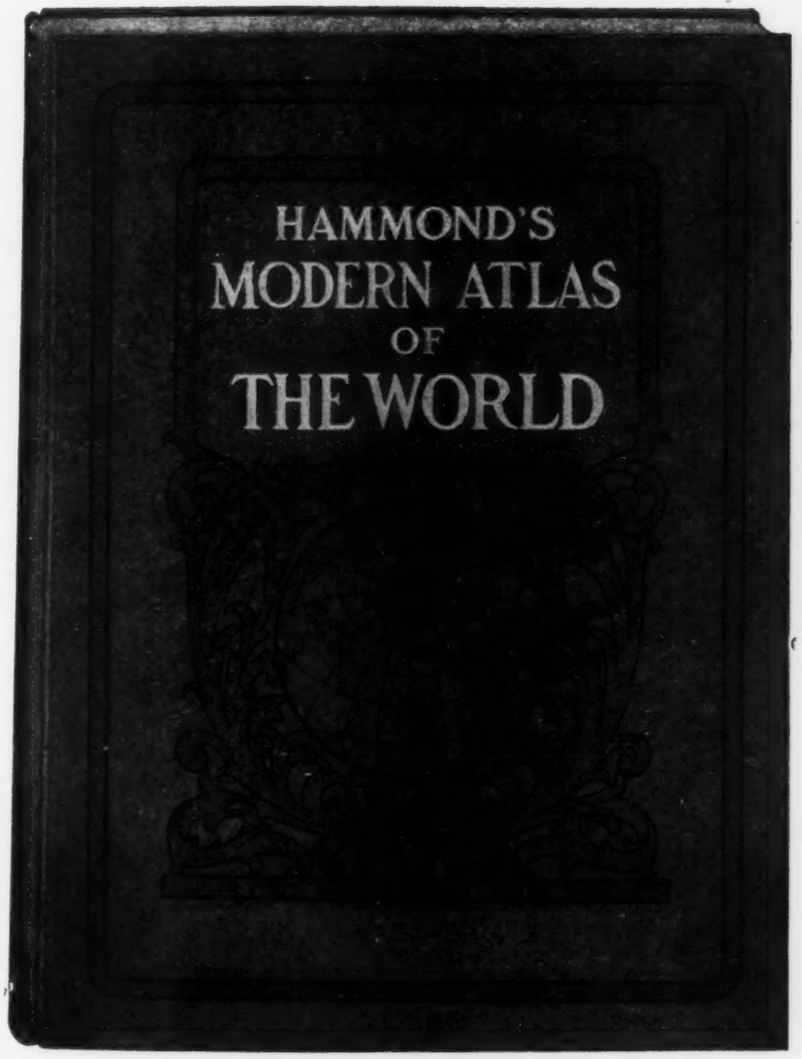

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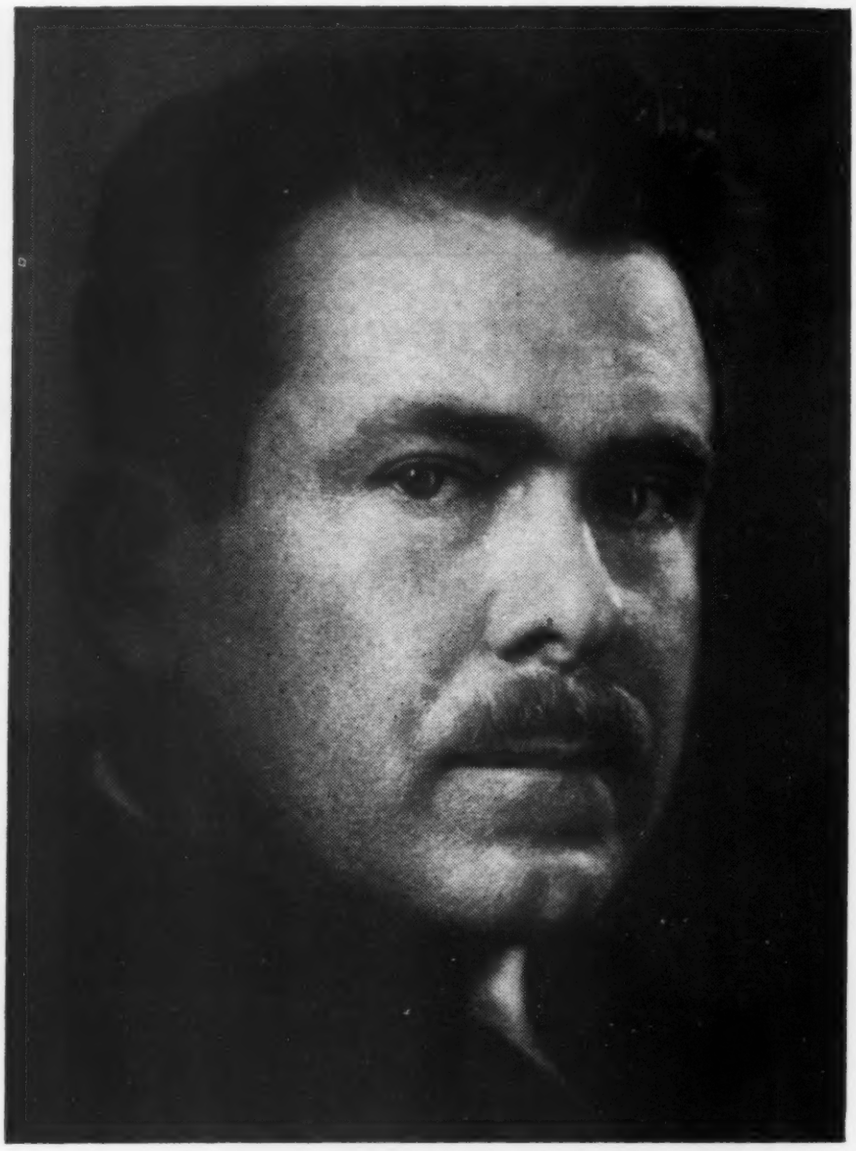

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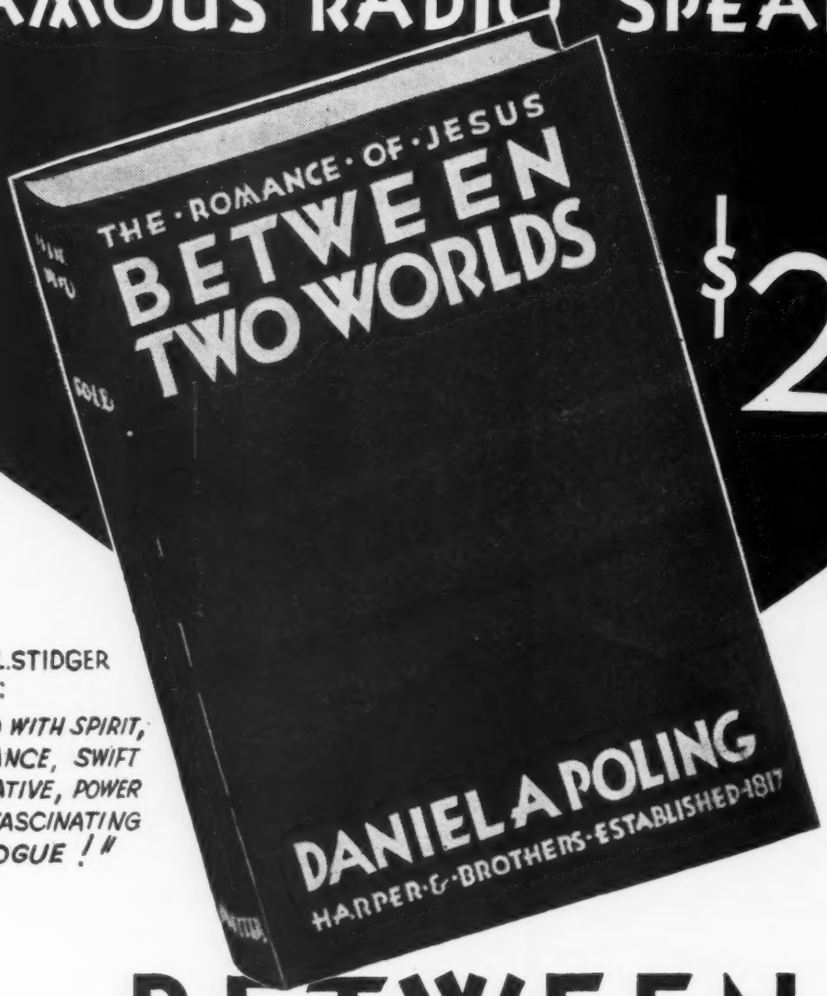

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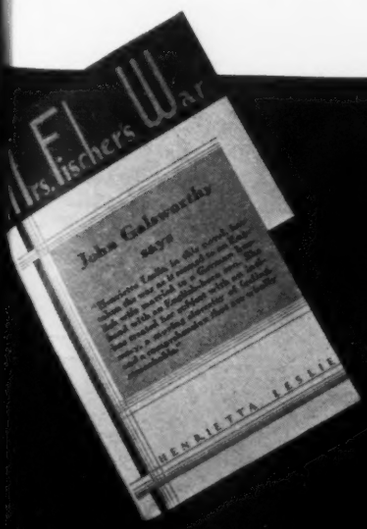

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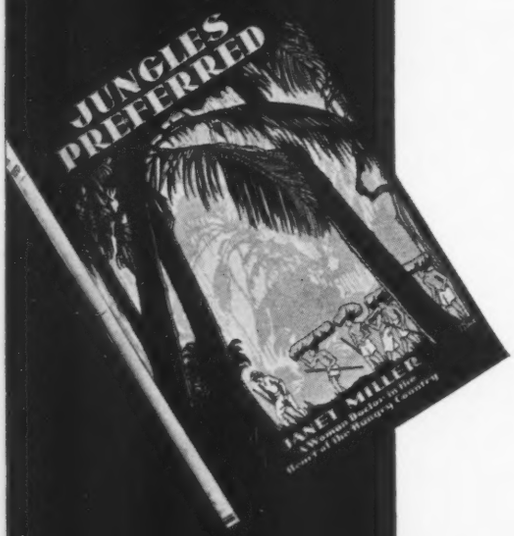

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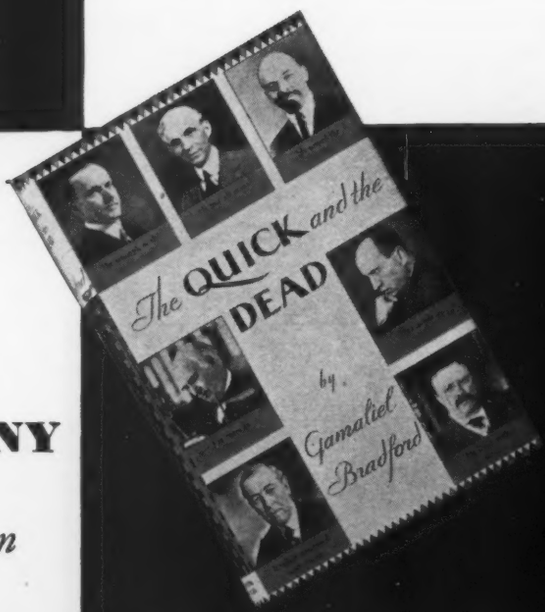

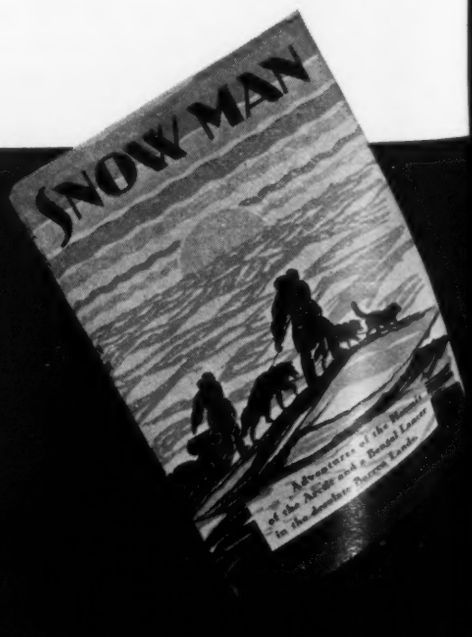

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Spring Announcements

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Publishers' Weekly Office

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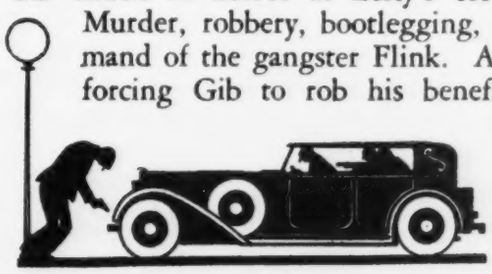

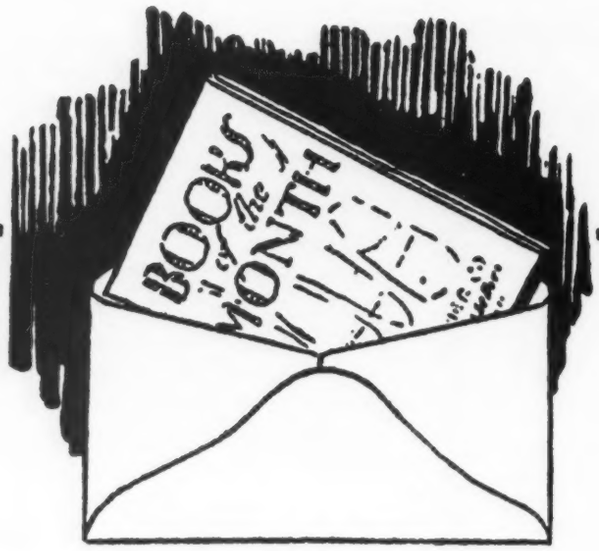

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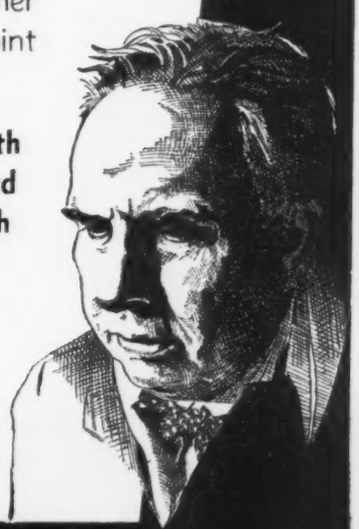

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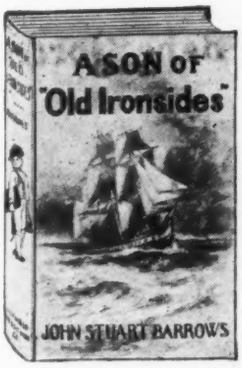

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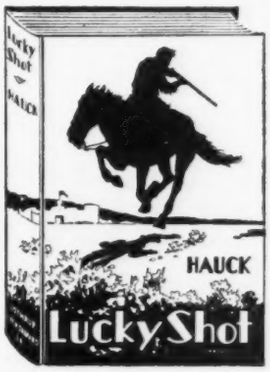

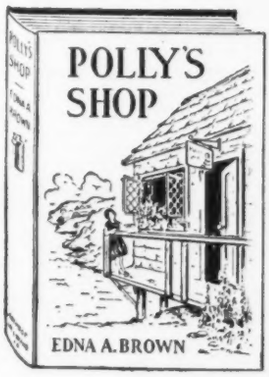

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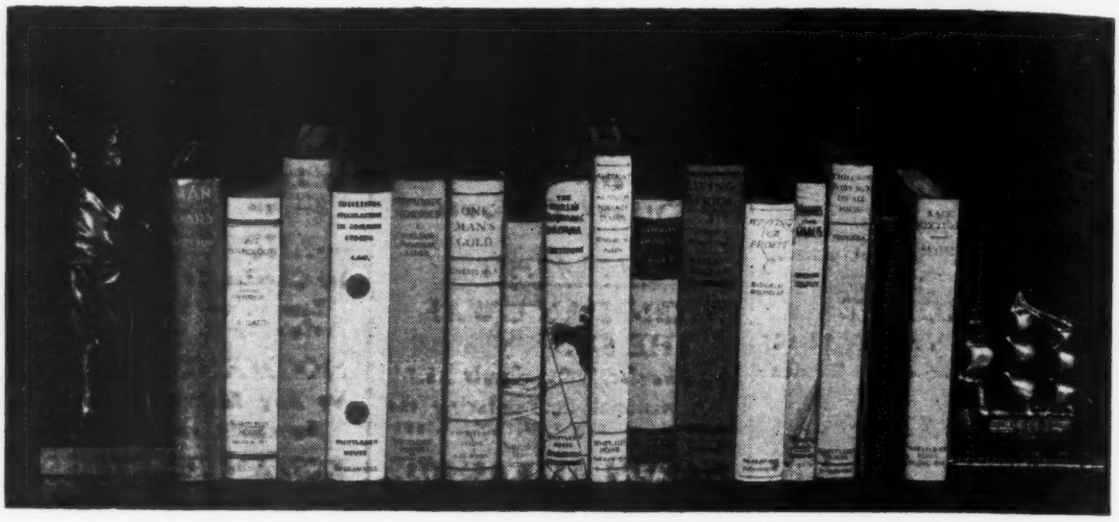

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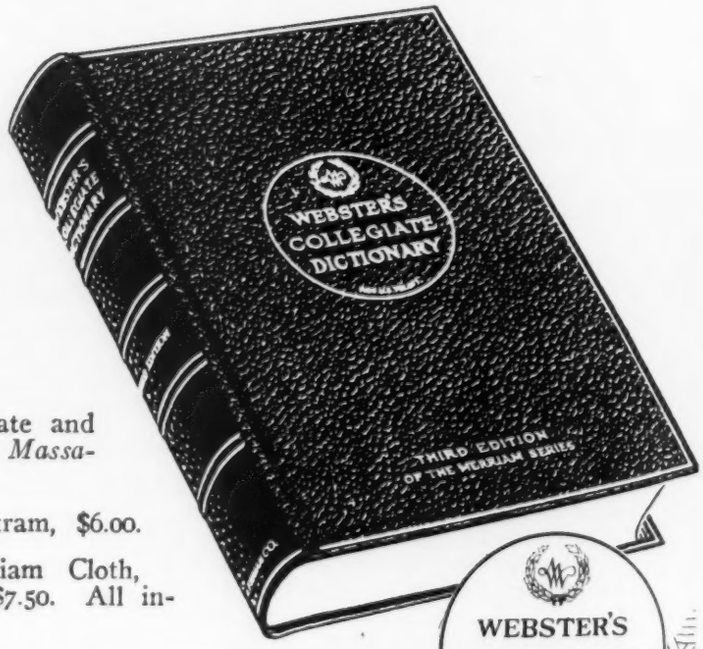

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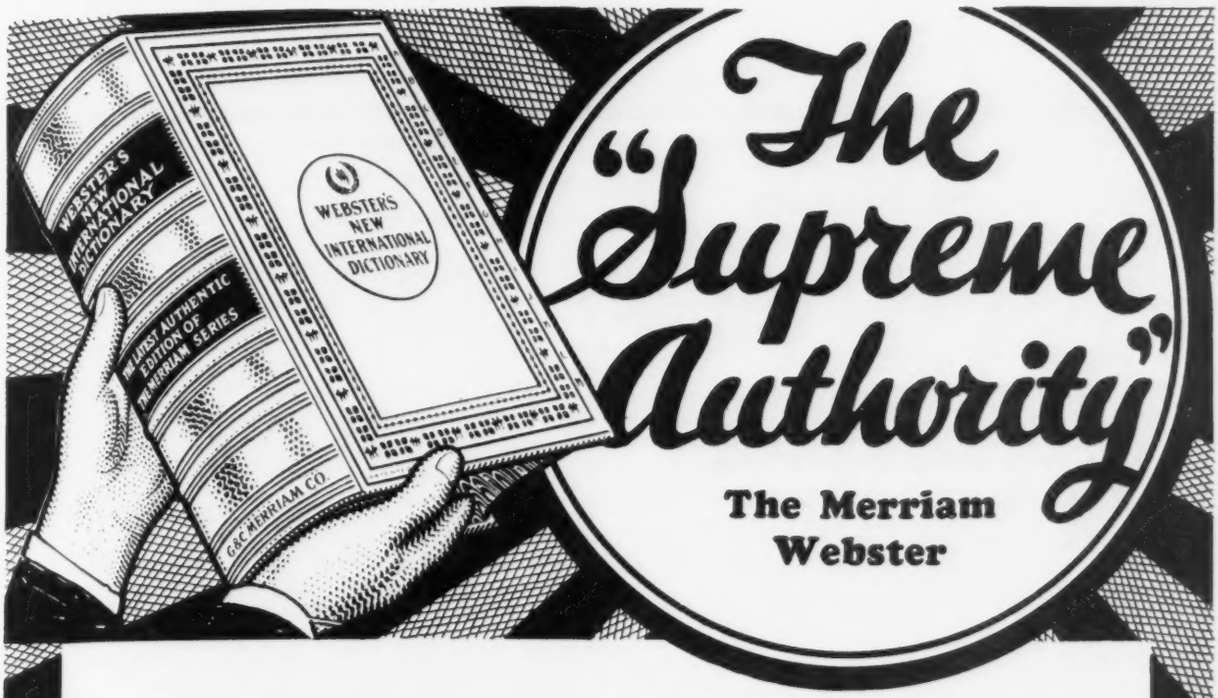

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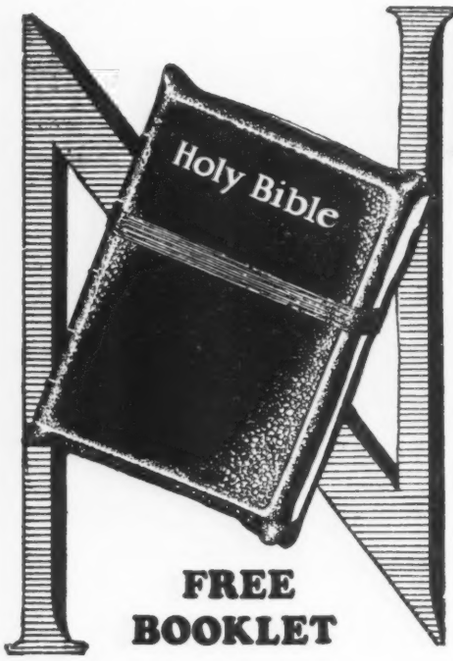

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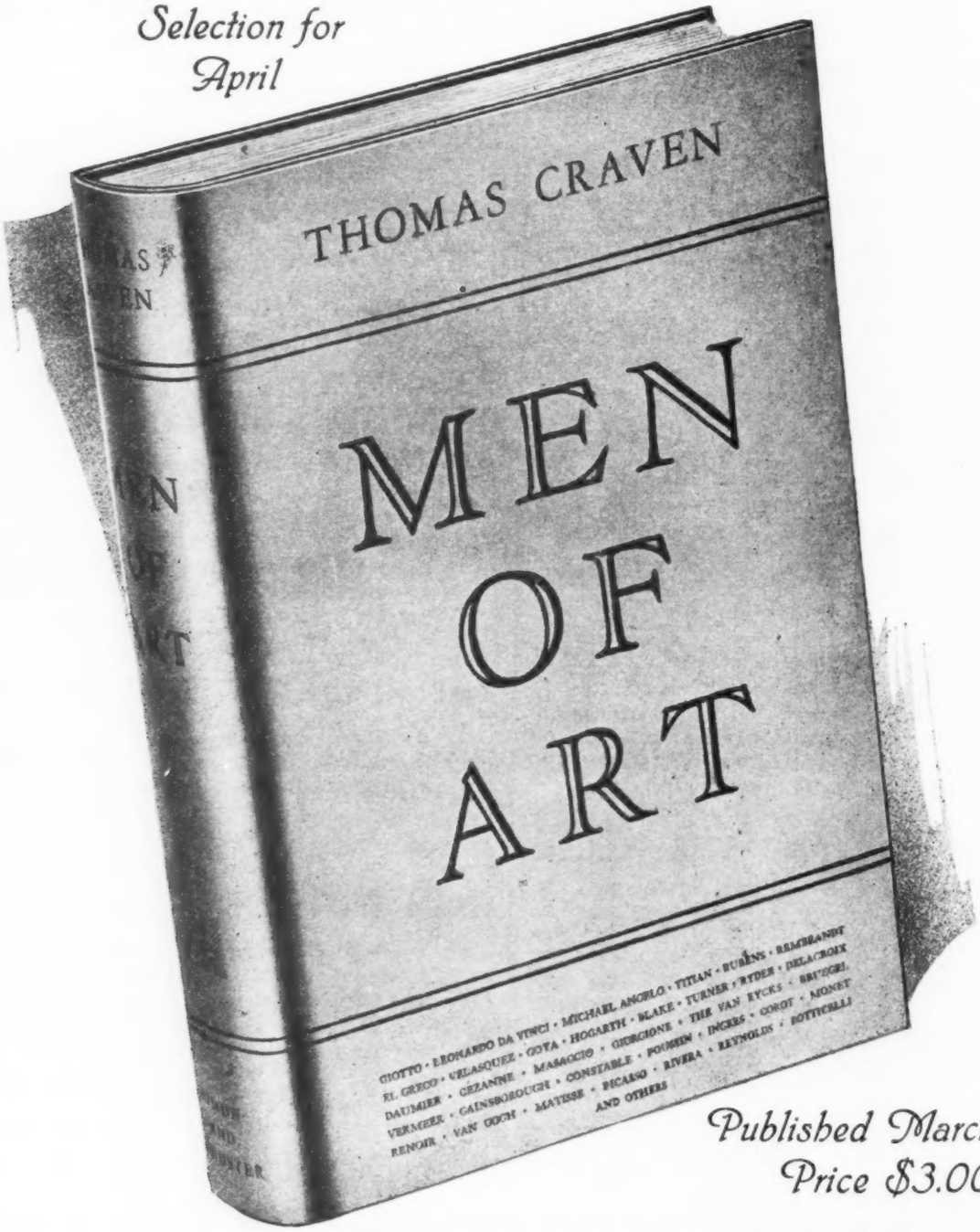

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The PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

NEW YORK, MARCH 14, 1931

New Fields for the Curious Minded

Margaret Mead

Author of "Coming of Age in Samoa" and "Growing Up In New Guinea" (Morrow)

DURING the last decade the avid American reader, bent upon a search for twin blessings of vivid human interest and meaty concrete factual material, has exhausted one hitherto unexplored field after another. He has gone back into the private lives and psychological complications of the great; he has explored the bypaths of history. He has witnessed the debunking of all the made reputations and hoary historical myths. And side by side with this interest in the reduction of dry history and cold biography to a graphic human formula has gone the positive attempt to add to his exact information about the world in which we live—as witness the many outlines in the natural sciences and related fields. Many readers will have settled down to enjoy one of these new fields, to spend their lives on biography or popularized science. The great bulk of them, however, their facile curiosity temporarily sated in one direction, are already looking about for new fields to read through—weary of biography, or history, or the explosion of time honored myths.

For these eager searchers for new books to read, books which will not be fiction, which will gratify their readers with the sense that they are learning about the world they live in, which will give them a few, not too laboured theses about which they can argue over the dinner table, and even better, a fine battery of human interest stories and bizarre yet relevant facts about human nature—it will be natural to turn to the accounts of primitive and little known peoples about which travelers and students are steadily accumulating volumes of detailed and concrete information. Here science assures the reader, is truth, not fiction, the stuff of human lives as they are lived in other societies bound by traditions so wierdly different from our own.

This field of savage life has had periods of popular interest in the past. The two great periods when tales of savage life were to the forefront of public attention were after the discovery and early exploration of America when the Red Indian, the Noble Savage, thrilled the reading court lady, gave texts to the popular preacher and material to the dramatist and columnists of the day. Again, after Cook's voyages to the South Seas, there was a wave of interest in these far-away idyllic islands where nature was always kind and man beautiful and amiable. Readers of long ago could thrill to the tales of the Marquesans in Melville's "Omoo" and "Typee." It was far away lands, strange costumes, feathered head-dresses or outlandish tattooing which attracted the readers of the 17th and 19th centuries. For the modern reader of this more sophisticated age, this type of scenic appeal is no longer enough. The very sanctuaries of the once inaccessible

Angkor Wat have been invaded by the moving picture camera, and the American public is jaundiced before the repetition of strange scenes. If tales of savage peoples are to become again the favorite literary diet of the curious, it will be for another reason entirely. Just as we have wearied of a dazzling array of battles and now want the secret motives behind the loss of a particular battle, as we have become bored with the recitation of the outward events of a famous life and insist instead upon a minute analysis of the childhood background and most esoteric motives of the man himself, so, if savage life is to interest this generation of readers, it must be in psychological terms, because of the inward drama rather than the outward pageantry. Already a few books have appeared on the popular reader's horizon which attempt to tell, not so much how the savage looks as how he feels, what are his views of the universe, his relations to his wife, his attitudes towards wealth or personality or politics. The reader can now probe into situations so bizarre as to appear almost unbelievable, as when a man and his mother-in-law live in the same house for years without speaking, or the intricacies of a head hunting expedition seen through the eyes of the men who participate in it. He can live through the long days of famine due to hurricane or drought, and experience with the father his bereavement when, in a matrilineal society, he is driven forth from the village of his dead wife and his children.

Once the general reader begins to realize the possibilities of such interesting material, the ethnologists will be able to supply it to them in far larger quantities than are at present available. The last five or six years has merely seen a beginning of such publication. But he who would feel the intensity, the strangeness of savage society, may turn now, for instance to Driberg's "People of the Small Arrow." This is a series of scenes in the lives of an African tribe which culminates in the vivid story of a youth who is hanged for falling in love within the prohibited degrees of marriage. Those who are interested particularly in individuals will find in Paul Radin's "Crashing Thunder; The Autobiography of an American Indian" the record of the childhood training of a Winnebago Indian and his later conflicts and tribulations when he is brought into contact with the white civilization which he is not equipped to understand. "Crashing Thunder" is essentially the story of primitive man in a modern setting. For the tale of the ways of life of American Plains Indians as they were lived a century ago, one can turn to George Bird Grinnell's "Where Buffalo Ran," and those who are particularly interested in the unwritten literature of these same Indians, will find "By Cheyenne Camp Fires" by the same author full of interest. Walter McClintock's "Old Indian Trails" is full of colorful, vivid accounts of Indian personalities and Indian customs, while Cushing's "Zuni Folk Tales" is a readable, charming record of one the Pueblos, told by a man who for many years lived among the Zuni Indians as one of themselves. Frank Linderman's "American" is another Indian autobiography which has been most enthusiastically received by the general reader in England.

Turning from the Indians to the Eskimo, Rasmussen who combines the training of a scientist with the understandstanding bred of his Eskimo blood, has given us a fascinating account in "The People of the Polar North," of the Eskimo in his long struggle with a pitiless environment. Another student of arctic life, is the Russian ethnologist Bogoras, who after spending many years studying the primitive peoples of Siberia, has used his first hand knowledge of the ways of the present day arctic hunters to reconstruct the lives of our prehistoric ancestors in "Sons of the Mammoth."

Perhaps no region has more intrigued the general reader than the islands of the Pacific. In his book "The Half-Way Sun" Roy Barton gives an intensely interesting and varied series of scenes from native life. With him, as he lived among the people, spoke their language and ate their food, we are admitted to courtship in the girl's house, to the gossipy details of family quarrels bred of unpaid debts or unsuccessful slave raids, to the intimate details of the head hunting expeditions. These Philippine savages whom he learned to know so well, live again, in all their barbaric finery and their strange attitudes towards life, in Barton's successful word portrayals.

The most scientific, and in some ways

the most interesting, of recent books of this type is Professor Malinowski's "The Sexual Life of Savages." Here, the author presents, in more detail than it has ever been presented before, the account of courtship, love and marriage, of jealousy, divorce, and heartburnings among the Trobriand Islanders of the Western Pacific.

The proper gesture, the correct cosmetic, the words of these brown lovers are all skillfully described in Professor Malinowski's pages. Through them the reader can enter a world whose canons are completely different from his own, and experience the strange problems, the unguessed solutions, which occur to Trobriand boy or girl. Perhaps in no other field can the reader, anxious to combine solid fact with genuine interest and possibilities for vicarious experience, find material more suited to his desires than in the records of the private lives, the attitudes, the dramatic conflicts of primitive peoples.

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Booksellers Plan Syndicate Publication

Robert S. Gill
Williams and Wilkins Co., Baltimore

BOOKSELLERS very frequently have complained that publishers have formulated their plans without regard, or with too little regard, to natural and normal trade outlets. Perhaps none will deny that there is justice in this complaint. Furthermore the discount question is perennial. Is there any way of allowing the trade a larger discount? There may be; a way which will justify a larger discount, because the bookseller will be taking a more active part in the process of publication.

A project relating to book distribution will be submitted within the next week or two to leading booksellers of the United States. The matter is one of exceptional interest for several reasons, not the least of which is the potentiality it holds for better distribution of books in general—more particularly, perhaps, for books of a certain class that booksellers have found "difficult" in the past.

Syndicate publication (the reference is not to *syndicated* publication) is not a new thing. We are indebted to the method for the First Folio of Shakespeare. But—with the possible exception of a sporadic instance or two—it has been in disuse so long that the mind may well entertain it as new. Especially so when it is recalled that there is "no new thing under the sun"—only old things in new relationships. That's all, indeed, the startling innovation of the first living organism was. Syndicate publication is bound to be a new thing in the relationships of 1931.

Syndicate publication, as it is broached

this year, contemplates what we have become accustomed to thinking of as a "country-wide hook-up" of the booktrade; that is to say a publisher and a group of fifty to one hundred associate publishers, who will be bookdealers scattered throughout the country. Typically there will be an associate publisher (but only one) in each city of more than 100,000 inhabitants.

The publisher is necessary to provide the central organization which makes a business of procuring the right books to publish, and also—and this is important—to provide a central clearing-house for redistribution of books which may lag in one locality but be in demand in another. This feature of the new syndication gives each associate a market virtually as wide as the United States, or as the world for that matter.

Now what is the interest of the bookseller in this project? What advantage does he derive? First of all the project has the merit, unlike some other recent "solutions" of the problem of book distribution, of considering the interests and the profits of the bookseller as primary. And this primary position of the bookseller derives not from the good will or good feeling of anyone, but from the nature of the case itself. It cannot be otherwise. Secondly the new syndication makes possible a discount to the bookseller of a size he has not dreamed of asking for. Thirdly it adds to his prestige and importance, not only in his community, but in the booktrade at large.

Contrariwise, what are the bookseller's liabilities as associate publisher? The utmost in simplicity. He agrees to purchase on publication a given number of copies—roughly one-half to one per cent of the edition; and agrees further to use all due diligence to sell and continue to sell until his efforts shall be proved fruitless. He is at liberty to sell to whom he chooses, in any way he chooses. If he wishes to and can sell trade outlets he does so, arranging his own discount scale. In short the associate is a true publisher, but a publisher of tiny editions; and his publication risk is spread over the whole body of associate publishers.

It chances that, just now, an especially fine opportunity presents itself for the application of syndication publication. A Committee of the Chicago Centennial Exposition, to be held in 1933, has just contracted for a series of books, priced at one dollar, to be known as the *Century of Progress Series*. The enterprise is under editorial direction of the Committee, the chairman of which is Dr. Henry Crew. Outstanding men of repute in each of the branches of science, pure and applied, will prepare the manuscripts which will number probably about thirty. These will be published beginning in the fall of 1931, and continuing throughout 1932 and the early months of 1933. The publisher selected is The Williams and Wilkins Company of Baltimore. Special editorial pains will be taken to make the books readable. Reliability may be taken for granted.

It is proposed to invite the leading booksellers of the country to join as associates in the enterprise. An appropriate page in the front of the book will be utilized for printing the names of the associates, since it is obvious that not all could appear in the usual place on the title-page. The reading there will be something like "The Williams and Wilkins Company and Associates."

While the plan of associate publication emanates from the publication house, it has been elaborated, and the detail formulated in cooperation with Stanley Remington, of the Norman, Remington Company and treasurer of the A. B. A., one of the best-known and most practical booksellers in the country. The program has been scrutinized therefore from the viewpoint of both publisher and dealer.

A hundred years ago a half dozen to a dozen English booksellers would underwrite the publishing of a book. If the Williams and Wilkins Company can successfully adapt this old method of publication to the larger market which exists today, it will prove that old technique may be salutary for twentieth century publishing and bookselling difficulties

The Bookseller and the Author

A. Kroch
of Kroch's International Bookstore

BOOKSELLING is one of the oldest professions. Originally the bookseller, the printer and the publisher were one and the same person. The first bookseller on record, according to Frank A. Mumby, author of "Publishing and Bookselling,"* was an Egyptian undertaker who was selling the book of the dead to those attending a funeral. It was bought not only by the mourners to be preserved by them as a memorial, but it was also placed with the body in the tomb to serve as the soul's guide in the after-life.

The old Greek bookstore or the Roman Argiletum was an establishment quite similar to the present bookshop. There were pillars in front that served as show-windows and were plastered with title-pages and other descriptions of the books to be found inside the shop. The production of books was simple and quite inexpensive. While the shopkeeper carried a stock of books that were the best sellers of the time, some unusual books were delivered on special orders. The bookseller had a host of slaves especially trained to transcribe books with incredible rapidity so that a good-sized book could be supplied within 48 hours. The texts were very often quite incorrect, mispelled and distorted and the early connoisseur enjoyed the bibliophile sport of hunting for early editions of superior quality. The early authors wrote primarily for glory's sake, as they very seldom derived material profit from their writings and often even contributed to the expense of publishing their books. Hence, the remark of an enraged author that "publishers have a habit of drinking their *wine* out of author's *skulls.*"

With the discovery of the art of printing, publishing and bookselling assumed considerable proportions. While the new process made possible the production of large quantities of books, it was a very expensive procedure and practically every publisher lost his invested capital after having published a number of books. Their slow selling stock was often remaindered, and some publishers, like Caxton, had traveling salesmen offering special inducements to dispose of their wares. They even offered their books on consignment on a returnable basis.

The early printed books were large in size, and their weight prompted Erasmus to exclaim that "No man could carry a book about, much less get it into his head."

With the *development* of the printing industry the publishing of books assumed vast proportions. The process became more complicated and was divided into three distinct branches: printing—publishing—and bookselling. There are many books written about great printing establishments and fine biographies of the princes of publishing but the humble bookseller remains quite unknown. And yet Carlyle says that "ten ordinary histories of kings and courtiers are well exchanged against the tenth part of one good history of bookselling."

The bookseller is the connecting link between author and reader. Of old, he was at best a tragically poor business man but always a sincere friend of the author. In his musty shop, buried among musty volumes, always willing to expend his last cent on a new acquisition, he spent most of his time reading his books and made little effort to dispose of them. Men of letters, statesmen and scientists occasionally interrupted his dreamy existence, and history records intimate friendships between bearded booksellers and exalted men of letters. They gave freely from their oftentimes uncanny knowledge of literature and they preferred to spend hours in profitless literary and philosophical discussions than to attend to the trade of selling books. But the present-day bookseller

* I recommend the reading of this inspiring book to every ambitious bookseller.—A. K.

of necessity has entered the ranks of a merchant. This, however, does not necessarily mean that he is devoid of a feeling for or an understanding of the finer side of modern life which is the very aim of good literature. Somebody said that while it takes a great deal of talent to write a book, it takes a *genius* to sell it. This genius is acquired by the bookseller through his close contact with life, in all its phases—through constant dealings with the public and his intimate associations with the authors.

Myself a hardened bookseller of almost thirty years of experience, I still feel a thrill of excitement when inspecting a new shipment of books. But this is nothing compared to the thrill I get when I meet an author. I was asked the other day, "Are authors' visits to your store a bother?" This I can answer honestly and unreservedly: "No and never." Their visits are always interesting and oftentimes mutually (I hope) beneficial. There are about eight thousand new books published each year, and it is physically impossible for me to know all of them. I read some books, review a number of them, glance at a great many, but all of them are clamoring for attention. The visiting author can in a few sentences enlighten the bookseller; he can evoke a personal association that will lift his book from obscurity to glamor. An author who tells me that he does not care whether his book is being read or not is not telling the truth. The three principles that guided me throughout my bookselling career were:

(1). To know my books.
(2). To become enthusiastic over them when I felt they deserved it.
(3). To transmit this enthusiasm to my clients.

Some years ago, carried away by my enthusiasm for a great book, I had sent out letters announcing to the public my discovery of a great book and promising to pay to every buyer *twice* the amount he paid me for the book if he did not concur in my judgment. I was perfectly willing to back up my statement and to repay the reader for the time he may have wasted by accepting my recommendation. I have sold over a thousand copies of this particular book and only one copy was returned. This was *not* an advertising stunt, but I used the best argument at my disposal to substantiate my emphatic, honest belief in the book.

When I meet an author I am shy at first, his presence evokes a subconscious battle of wits. He or she often thinks that I am nice to him just to be polite; that I am just a hard-boiled dealer interested merely in the process of selling more books while the fact is that I honestly prefer selling fewer but better books. When I succeed in impressing the author that my main aim is to add some pleasure, joy and enlightenment to an otherwise dreary existence of the average human being, when I discover that sympathetic chord, then the interview ends happily, and we are both richer for another friendship.

Oftentimes I put a book to a test. Would it have been any loss to human enjoyment or to enrichment of human life if this particular book had never seen the light of day? Not many books can measure up to this test, but quite often I find that a book deserves this high mark after the author helped me to lift his child from oblivion. People call me a successful bookseller, but I am much prouder of the fact that I have often *discovered* a book and helped it along on its thorny way to public acclaim. I am really proud of the fact that 90% of my clients accept my judgment of a book, and I am jealously guarding that trust placed in me. Of the many books inscribed to me by the authors, I cherish most highly the one in which a friend says that I "make bookselling a creative art."

Hendrik Van Loon, in his glorious book, "R. v. R.," pays a tribute to the bookseller which repays him for all the worries and annoyances he has to combat. He says, on page 447:

"For the bookseller is a man who carries a magic key in his pocket and if you are able to gain his good-will, he can and will unlock such wondrous treasure chests for you that you never need experience another dull moment as long as you live. The bookseller, of course, is in business to make a living and he will charge you for his services, as is not only his good right but his duty. But listen, O my son, and treat thy bookseller as thy best friend and he will repay thee beyond the miser's fondest dreams of unearned increment."

The Special Order

Ken McCormick

Doubleday, Doran Book Shops, Inc.

THE difference between a sale and no sale is slight at the point of departure. The man who enters a bookshop to browse leaves with a book if the bookseller is aware of, and respects subtleties; or without, if he does not. The trivial leads that inspire a man to step into a bookshop awake so slight a desire that if it is not nursed carefully into the reality of a purchase high pressure sales tactics may nip the sale in the bud. The man who knows what he wants, buys in spite of the clerk; but the man who comes into a shop following the faint lead of a curiosity inspired by something he has seen in your window, by the weather, or by a sudden memory he has tried to re-capture for weeks, must be handled like a hot house plant.

A man who in passing your window has seen a book which reminded him of another he's long been trying to get, discovers he has a moment and decides to inquire. The desire, though long since born, is ephemeral at the moment, and if a clerk does not approach him immediately, he suddenly finds he hasn't time to wait. Or if the clerk meets him abruptly he is suddenly on his guard, almost belligerent. But, if served by the right clerk this man will pour out the fact that for months he's been after a story by Somerset Maugham. Having seen Huneker's "Painted Veils" in the window he has been moved to ask whether the shop carries a book by Maugham with a title almost like that. If the shop is fortunate enough to have one copy of that early and now obscure edition, it is fortunate, for the sale is made, but if not, it does not follow that the sale is lost. The next step requires tact supreme. Not even tact will suffice; technique is wanted. The clerk must let the customer know casually that he will be glad to make a Special Order for it.

What is it that makes a customer shy away from the words "Special Order"? The moment a clerk mentions it, fear enters the mind of the prospective buyer, and if he has come in with brave and blustering requests he will retire hurriedly and afraid; or as in the case of the Maugham devotee, casually hopeful, will turn and flee. A customer, having experienced at one time or another long delays in the matter of special orders instinctively says no when the clerk suggests it.

It is not impossible to build up a profitable Special Order Department. Too often this phase of business, which could introduce more new customers than any other if permitted to do so, is carried out with slipshod and inefficient methods. True, time is involved, and for the most part customers want what they want when they want it. But the ways in which the interval can be cut down between the original request and the delivery of the book are many.

Inasmuch as the location of a bookshop qualifies almost entirely whether Special Orders will require hours or days, we shall consider town and community bookshops first. Their needs merit attention before those of city shops.

Parcel Post though efficient takes time. Payment for special handling in the mail takes the profit out of a book, and the customer willing always to pay the original price rarely feels that a bookshop is justified in charging him for the speed with which his order has been dispatched. That, he feels, is a part of their business. Time used by mail and a certain expense involved must be accepted as necessary.

There are other ways, however, of insuring speedy delivery. The Special Order clerk should be one who knows the stock of his own store and that of his jobber better than any other man on the staff. He should know the latter's stock well enough to guess correctly a good percent of the time whether or not, the book called for can be supplied directly out of stock by

the jobber. If not the time that it takes to communicate with him and receive a negative reply can be spent in dispatching the order directly to the publisher.

Any store that develops a real Special Order business, one that customers find they can depend on for speedy service,—for the customer, though he's tried for a year to think to get a book, once he remembers to order it wants it immediately—can afford to send daily air mail or special delivery orders to their jobbers.

One thing that disheartens a customer is to have his order sold to another customer. Though one way out of loss incurred by books ordered but never called for is to place them on sale, certainly the shop owes the customer at least two announcements of the book's arrival. By using a card system whereby all 'phone call or post card announcements are checked, every customer can be assured that his book will not be sold until he has been notified twice. This will inspire confidence. Sales to wrong customers are too frequent to be exceptional or excused. Further, friendly terms with other bookshops in town will provide service to customers and better business for all concerned. Trading between shops is usually done on a discount basis. Many shops trade at cost, while others prefer to use the straight retail price. In any case over a period of months shops will profit by such cooperation.

In large cities, though publishers are in the city (perhaps because of that fact) customers are more exacting in their demands: "Can you have it by four this afternoon?" "Will it be here in the morning when I pass?" "Can I get it before I catch my train tonight?" And if the bookseller shows one shadow of doubt, the sale is gone. Further, if he does not keep his promise the chance of future sales is discounted.

Here the value of a store's own messenger is indisputable. Shops that contract their delivery work with parcel deliveries find themselves handicapped at this point. Shops within the city itself differ in their Special Order requirements. Railroad and busy corner shops must produce special orders in minutes or hours whereas suburban and residential bookshops can usually have an option on twenty-four hours. In the former case by having the "U. S. Catalog" where it can be quickly referred to and the messenger ready to go at a moment's notice sales can be made that might otherwise be lost; in the latter, care to see that all orders are 'phoned in time to meet the publisher's regular daily delivery.

Loss in Special Order Departments is often high. Many dealers go so far as to say that they maintain such service merely as a courtesy to their trade. Without a deposit, the dealer finds himself too often without a customer when the book arrives. With it, the very fragility of the customer's desire to order is proved. It is a touchy business to nurse a customer from his sudden idealistic fancy to get a book he has long been looking for, into cold reality involving collateral exchange. Many a customer readily assents to the suggestion of a Special Order but decides he doesn't need the book when the request for a deposit, or payment in full, is made. He wants to see the book before he pays. The chances are ten to one that he will take it, but rather than pay a deposit fee he'll call off the order. For the most part an intelligent clerk can with a few casual questions find whether or not he is dealing with a responsible person, whether the man has a business address at which he can be reached, or whether he is permanently located nearby. A Special Order goes wrong for the most part not because the person who originally placed it never turns up to redeem the book but because the clerk got the wrong spelling of his name, no initials, an incorrect street address (or none at all), or in a city of great buildings, the surname only and the street address. Picture the plight of a messenger who attempts to deliver a book to Mr. Johnson in the Chrysler Building.

For the customer who flatly balks at the suggestion of a Special Order there are many methods by which to hold him for future trade. Usually he is so bent on getting what his whim calls for that he can not easily be sold another book. By getting his name and address with, as an excuse, the desire to mail the shop's bulletin to him, some slight contact with the man whom chance has sent into your shop can be established. Let him know of at least one book to be published in the near future. He will revert to your bookshop if his memory of it was a pleasant one.

Small Bookshop Management

Franklin M. Watts

CHAPTER XX

Classified Inventory

THE proper classification of stock and inventory is essential to any scheme of scientific shop management. Only by classification can the shop manager keep aware of the shifting demands for books and know in what parts of his stock he is getting the greatest turnover, the largest sales, and the most satisfactory net profit.

The first step is to divide the stock into logical groups—not over ten. Suggested divisions are:

Current Fiction.
Current Non-Fiction.
Standards and de luxe editions (adult)
75c. and $1.00 adult books.
Dictionaries and Bibles.
50c., 75c., and $1.00 juveniles.
All juveniles over $1.00

Additional classifications can be made for different types of shops. A rare book shop would divide its stock into "Americana" etc. The classification has to be logical. It should follow the arrangement of the shop. In order to facilitate the record keeping the classifications can be consecutively lettered: "Current fiction," A; "Current Non-fiction," B etc.

When the physical inventory is taken, in addition to other data each title is put into the proper classification. On the completion of the inventory simple addition will reveal the amount invested in each group of stock. As suggested in the chapter on accounting, every purchase should be listed under the proper classification. A multi-column account book will make this simple to do.

			Classification			
Name of firm	Date	Total Purchase	A:	B:	C:	D: etc.
Galin Colin Co.	3/6	50.00	25.00	10.00	10.00	5.00
G. Leighton Co.	3/6	10.00		10.00		
A. McFungus	3/7	60.00	10.00		20.00	30.00
Total for month		2500.00	500.00	100.00	200.00	1,000.00

At the end of the six month period when a physical inventory is taken again by the same classification, the addition of any net gain in inventory in any classification to the total purchases will show the amount of sales during the period, likewise the subtraction of any net loss in inventory from the total purchases will also show the amount of sales. In other words if there was an inventory of $1,000 in classification A the first of January and an inventory of $1,250 the first of July, it shows that $5,250 was purchased during the first six months in classification A. As there is now $250 more inventory than at the beginning of the six months, $250 will be deducted from $5,250 to give the total sales, or $5,000. Taking the same classification, if there was an inventory the first of July of only $750 which showed a net deduction in stock of $250, then $250 would be added to the $5,250 worth of purchases revealing a total sale of $5,500 during the six months' period in classification A. The same method would be used through the entire stock.

This information will show where a shop is progressing and where it is slipping. If, for example, the shop manager finds that the classification which includes 75c. and $1.00 adult books is showing a five times turnover and is increasing its sales, then it is worth considering how to push this type of book more. If on the other hand the shop manager finds that his stock of Bibles turns at the rate of only once every two years it will be a matter of study as to what will be the best action. By checking his stock it may be that a certain line of Bibles sells well and others

don't. A markdown sale of the non-sellers might put the stock into a shape where it will be a money maker. Or the fault may be that either too high priced or two low priced Bibles are stocked—or it may be found advisable not to carry Bibles.

An analysis should be made in this manner of each classification. Such a study can, if properly applied, both increase the turnover and the sales as it reveals the type of books that customers pay their money for. It is what customers buy that makes money for the store—not what they talk about. Every store that has tried the classification method is in hearty accord with it and would not do without it.

Naturally all of the classified records have to be in terms of the retail prices of the books, any system of keeping these records by the cost system would be a hopeless proceeding.

Inventory Taking

Inventory taking is one of the most important functions of shop operation. An inventory is worthless unless it is complete and absolutely accurate. In the retail book business an inventory every six months is sufficient. Some booksellers take inventories only once annually. A much closer survey of stock is possible with a semi-annual inventory. This is especially true since the fall business is such an important part of the year's business. A careful July 1 inventory will save many mistakes during the fall, also it will give the store a chance to unload any overstocked classifications during the season of peak demand.

Most large stores and chain stores use the slip method of taking inventory. Separate ruled sheets of paper about 3 by 5 or 6 inches are used. The small bookshop can get the same results by using unruled sheets of paper about the same size. Every slip should contain the following information.

Name of title

Date of Purchase (this can be done in code as "a" for books purchased in current six months, "b" in six months prior to the current six months, and "c" all titles purchased over a year previous).

Cost.

Selling Price.

Number of Copies.

Classification.

If a book has been marked down from a higher price, take it at the new price at retail, also mark down the cost 40%. If a title had sold for $5 originally but had been marked down to $2.50, the cost for inventory purposes would be $1.50 and the retail $2.50. This point is very important otherwise the inventory will not reveal the true value of the stock.

After all of the slips have been made out except for the number of copies, then the actual counting should take place. There is only one way to count everything and that is to take every title down from the shelves and put it back as its name has been written down. As much as possible all titles should be grouped together, in order to avoid duplication of slips. It is best to make separate slips for every title in the window so that they will be taken accurately. Separate slips should be made for all titles in the stock room also.

With the slips all written then the actual accounting begins. First all the slips should be divided into classifications. The total cost and retail value of each classification will be ascertained. In the cost and selling price on the slip place first the cost and selling price of a single title—then go through after the count is made and make the total cost and selling price of the number of copies the slip calls for.

After the total of each classification and the grand total of the whole shop is taken, then subdivide each classification into age groups—all "a," "b," and "c" then total each of these by selling price—the cost is not important in this—the chief and only value of knowing the cost in inventory is in making out the balance sheet and the profit and loss statement. For purposes of control the retail figures are more satisfactory. The knowledge of the age of the stock by classification will be worth while. In no classification should merchandise over a year old constitute over 5% of the stock.

A later chapter will discuss the ways to reduce markdowns and how to maintain clean stocks. Before anything can be done in this important phase of shop management an accurate inventory as outlined should be taken. Slip-shod methods of inventory taking can not be tolerated by any manager who appreciates the vital importance of accurate inventories.

Depreciation

Depreciation is divided into two parts. The first is of equipment, and the second is of merchandise. Retail store equipment is subject to a 10% depreciation according to the income tax officials. However, if a shop ever discards or sells any equipment that is carried for either more or less than the sale price of the books, an adjusting entry either of extra income or expense should be entered. The accounting chapter showed the fixture account and the manner of showing depreciation. Let us suppose that some fixtures costing $1,000 have been used for three years and were consequently carried on the books for $700. The shop was to be remodeled, and they were sold for $200. An entry of $200 income should be made—also an entry showing additional depreciation expense of $700—leaving a net expense of $500. Let us suppose that some fixtures were carried on the books as worth after depreciation $500. They were sold for $700. An additional net income of two hundred dollars would have to be added.

Markdowns

Every time any title is ever sold for less than the original retail price a markdown should be taken. A simple note book will suffice to keep the record. In the note book should be columns for:

Date, title, publisher, original price, new price, total copies marked down, total mark down, classification.

Every month this should be totaled. The amount of markdowns should be deducted from the purchases by classifications. The estimated amount of the cost of the titles marked down should be deducted from the net profits during the month. This record will become increasingly important in reducing markdowns—again as in other things accurate information precedes any constructive remedies.

Shops that do considerable library business at a discount will find that separate books should be kept for the regular markdowns because of unsalability at original prices, and the discounts granted libraries. For stock record purposes they are the same but for interpretation they are quite different.

The Second Satyr Bookshop

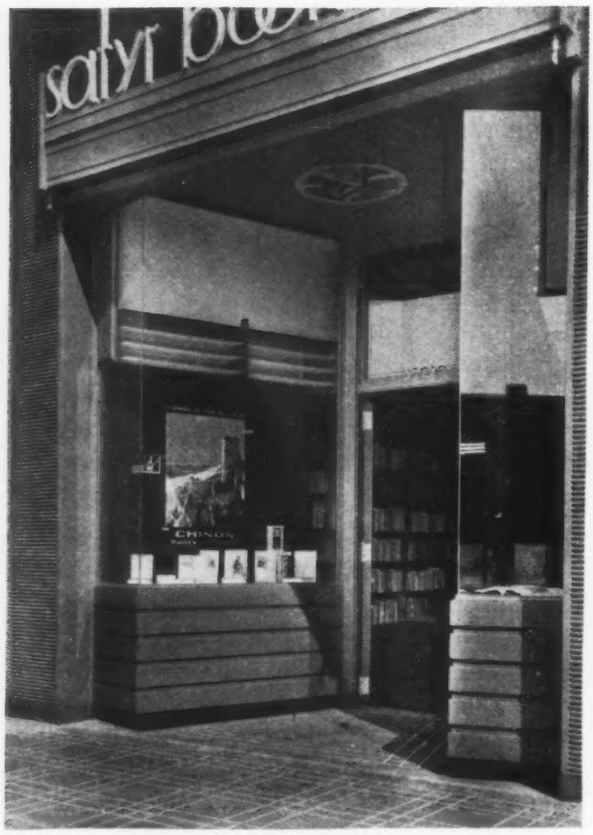
Ruth Brown Park

IN Hollywood, several years ago, a young man from the Middle West suddenly turned up and opened a book shop which he called The Satyr. His friends called him "Mac," and publishers collected bills from him under the name of N. M. Gordon.

Later, another young man appeared in Hollywood on vacation from the oil fields of Venezuela. He was forever at the Satyr Shop browsing around, because, as he explained, he had been starved for books in Latin America. So he hung around the Satyr constantly, reading and talking with such people as Ronald Coleman, Dorothy Herzog, Louella Parsons, and Patsy-Ruth Miller. And finally, he decided that geology practiced in the wilds, even lucratively practiced, was poor sport compared to owning a bookshop in Hollywood. He thereupon talked to "Mac," and they decided to become partners. This newcomer was Murray Ward, Stanford graduate and native of California.

In 1928, these two men changed their Hudson Street address to Vine Street in Hollywood, and there they have been carrying on ever since. That is, Mac has, but Murray decided last spring that the great nucleus of commerce around Los Angeles, Hollywood, and Pasadena had tremendous business possibilities in what is termed "the Wilshire district," that district cut by a broad boulevard which leads straight from Westlake Park on the East, to the Ocean on the West. So Murray, although still with "Mac" financially, in Hollywood, looked around in Wilshire for a worthy location for the old Satyr's new brother.

Since it has always been the theory of these two successful bookmen that through



In "the Wilshire district" of Los Angeles

the stomach one reaches the heart and purse of mankind, and since books cannot be fed actually mouthful by mouthful to people, these two cast their eyes about for a shop near a restaurant. In Hollywood, the Brown Derby Café had always got the public into a relaxed and well-fed physical state and then the Satyr was right next door to ensnare them with a good mental bill of fare when they emerged.

In Wilshire, the Brown Derby was contemplating a sublimated branch. It was to be called The Hi-Hat, and its name was to be all it implied—the quintessence of gastronomic hostelries. Murray Ward felt that since the Brown Derby had not failed them in Hollywood, the Hi-Hat should have its chance in Wilshire, so he leased space in the beautiful building, still under construction, immediately next to the Hi-Hat.

There are five stores in this handsome Norman building, designed by the Belgian architect, J. R. Davidson. Each one is an entity, with individuals of taste developing diversified businesses. In the Southwest corner is a dress shop run by a rich young married Chicago couple, who, when they are not designing and selling clothes, are off skiing in the Sierras or living on a ranch near Santa Fe. Next to their shop is a florist's whose windows are things of beauty. Next to the florist is the Satyr, then the Hi-Hat, and then a pyjama store. Nothing but pyjamas—pyjamas from China, from France, from Japan, and even from America. And lastly, on the Southeast corner is a sport clothes shop for women, where the proprietor, a Princeton graduate, has collected the finest tweeds and herringbones available from the British Isles; the finest, because this young man is a specialist in textiles, having studied the subject at Oxford.

Here among all this specialization, the second Satyr has started its career.

The front of the shop, with its windows waist-high, looks as if it were made of metal brick red shutters. It is of such material that it takes a duco finish which is applied with a spray. If necessary, one feels this front could be peeled off and used as an automobile body. The windows are extremely shallow yet very effective, for the Satyr boasts exquisite window "props." For instance, each morning a person boarding a bus for Santa Monica is confronted by a kind of glittering gold effect shining out from the Satyr. It is produced by the sun picking out the gold threads in a Russian priest robe which hangs as a background in the West window of the shop. In the afternoon, the same person is dazzled by the radiant effect of the setting sun glancing over another rare tapestried piece in the opposite window. These tapestries are really priest robes; they were brought from Russia, at the time when Lenin abolished the churches, by a friend of the Satyr shop. There are several more of them for sale inside the shop. The floors of the windows are of grey black wood, and on these floors only a few books are ever displayed. Instead, a definite theme is usually worked out, with various "props" as accompaniments. For instance, one week a display of books on Mexico and Mexican Art was given appropriate atmosphere by the showing of a fine Mexican wood-block drawing; a delicately executed miniature ox-cart; and a small and valuable Mexican rug.

Going indoors, the first thought of an observer would be: How spacious! Yet, really, the store in the embryo had the

most difficult of all problems to combat so far as artistic development goes—great length with little breadth. But this was met cleverly by an expert architect who, without actually partitioning, made the eighty by sixteen feet expanse look like five separate rooms. He gave this variation through false walls and diversified ceiling heights; through varied built-in book cases; and through complete change of color in furniture decoration.

On entering the shop, one steps into a space housing current biography and fiction. There is no lounging room here, only a large waist-high table at which one may stand browsing. The false walls have been brought out flush with the book shelves. This means the shelves look recessed. At the top of these shelves running around the entire room parallel to each other and to the shelves themselves are opaque glass troughs—three of them, one above the other, which emit a lovely diffused light. No central chandelier is used, yet the room seems evenly glowing with light. The woodwork of this division—as well as of the entire shop, is of grey black with the tiniest outline of brick red within the shelves themselves.

In division two, the walls are no longer false. They are the original ones and lie back of the extended book shelves. Since this is the section for the books on architecture, German photographic books, art books—the shelves are really almost deep bins where these mammoth books may stand upright exposing their entire jacket fronts. In order that customers may have time to inspect these books, low smartly upholstered stools stand at intervals conveniently near these bins. The lighting in this section is thrown from a kind of gigantic, opaque, hanging glass scaffold which is suspended from the ceiling by four cords.

The third division fulfills two purposes: it serves as office for the shop and as children's department. For office equipment there is a huge flat-topped table with drawers on two sides. One side contains the small drawers for office supplies; the other, drawers deep enough to allow great foreign maps to lie out flat, without folding. The top of the table is a model of orderliness: cash register; rolls of Satyr's particular wrapping paper and string; scissors, and other necessary desk equipment.

The modern lighting arrangement is an arresting feature

Here, also in this section, is a comfortable, low divan, flanked by a telephone table on which besides the phone are magazines and ash trays. Here Murray Ward holds his evening chats with customers.

Going from division three to four, one is now in the land of fine bindings. Here, the woodwork is still grey black with its narrow lines of red inside the shelves, but with broader splashes of red where the shelves are closed. The modern seats in this room have electric blue coverings, and there are one or two prints exotic in effect. A very low ceiling gives an intimate feeling, and a first definite partition with a door, shuts off the space from section five. On this door is the word 'library" in silver tracery. Knocking, one enters an informal, small room lined with books, and guardianed by a librarian. A tan monk's cloth covered couch, or a nice low chair invite one to drop down and decide quietly what one wants to rent. If one decides nothing, nobody seems to care—or if something, helpful guidance is given. Either way, peace pervades, and one is loath to leave.

For perfect arrangement, for sheer beauty, and for good taste, the new Satyr is hard to duplicate anywhere.

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I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto. —Bacon.

Accelerating the Pace

BOOK sales may be divided between those starting from the customer and those that have their initiative from the bookseller. The customer has book news thrust upon him from many directions — from publishers' advertising, from his newspapers, from magazines, by word-of-mouth from his friends, and these book interests the bookseller tries to anticipate with his sixth sense of what his clients are likely to want. When the bookshop is asked for volumes which had not been ordered for stock, the *Publishers' Weekly* Quarterly Indexes are at hand to give information as to the publisher and price.

But these quarterly summaries are almost as useful in what they can do to suggest sales opportunities for the bookseller. Here in the publishers' advertising is a broad picture of what is coming from the presses in the next three or four months, enabling the bookseller to plan for special campaigns or by taking note of the newest tendencies in book interest, fully to anticipate the possibilities of the season. Some lines of reading interest come naturally to the front with the spring season, some take their root in the current events, and some are made inevitable by the outstanding qualities of certain books.

The bookseller always finds in the spring new customers for travel books, for among his clientele are many who are to travel themselves or who have friends who are about to start, perhaps for Europe, where a book like "Legendary France" by Jais would be valuable, perhaps to the West Indies, which suggests a book like "Caribbean Background" by Chester Jones, or any travel lover would like to have such a volume as Richardson Wright's "Bed Book of Travel."

Seasonal, also, is the demand for garden books, and there are new volumes on a number of lists, many of which can be pushed forward by special campaigns to the local suburbanites with gardening hobbies.

The interest in sport, too, is seasonal, and here we find such books as Babe Ruth's book on baseball, Curry's "Yacht Racing," Henley's "A B C Gliding" these among many others that could be mentioned.

In endeavoring to estimate the current trends of public discussion, it is safe to say that books on Russia will have many waiting for them, books perhaps like "The Making of Bolshevists" by Parker, or Vernadsky's "Lenin." Equally certain it is that there is a public waiting for books on India, or books on Gandhi. As to the great war, the publication of two such volumes as the Pershing memoirs and those of Foch would be enough to make that subject dominant in the sales of any season.

As booksellers have already found, the public's interest in the new census has opened up the possibility of a very carefully prepared canvass for new atlases, several publishers having new volumes for the market. There is no household which is not a potential customer for an atlas, and the canvass can be made to everyone on the dealer's list.

But the strength of each bookseller's spring campaign will depend on his own reaction to the books as announced. Hundreds of new books are ready, more than any store can stock, but each bookseller has got to pick his favorites and push them with all his power. Today we start on a crucial spring season.

Spring Index

THE index to spring books in this number of the *Publishers' Weekly* covers 100 pages, or about 8% less than last year. This indicates a recession from the largest spring list in American publishing and puts the total of books for this year on a level with that of 1928 and 1929. The task of indexing such a list is considerable. 7,028 index slips were made out to send to the printer, the primary slip being the author slip, all titles being printed in bold face type. Every book is then indexed by title and very often a second time by title when there is some word in the title which gives a key to the searcher for the volume. Books in a series are also indexed under the name of the series. In all approximately 3,000 books are included in this list.

Special Orders

WE wish that we could bring together around a table a dozen publishers and a dozen booksellers to talk over questions such as the handling of special orders, as both the bookseller and the publisher find the handling of these a very real problem. The publisher knows that single orders are expensive for him to handle; wrapping, bookkeeping, etc., make them unprofitable. The bookseller, also, has to give more time to this type of order than the average. He has to look the book up in the catalog, get the price, send a special order, send notice to the customer on the book's arrival, and pay for delivery. He does not find this profitable, but looks on special orders as part of the service that he is supposed to give to the community, and no general bookstore would think of discontinuing such service.

If this important work is unprofitable to both parties, how can conditions be improved? In the first place, they can be improved if all bookstores, like the best bookstores, should look on special orders as an indication of the possible interest in their community and in as many cases as possible anticipate these local needs or supplement the single order by orders for extra copies, so that the next time there is demand the book will be on the shelf and can be handled economically. Publishers, on their side, would seem to have to differentiate between the orders from booksellers trying to give good book service and the orders from booksellers who are not trying to represent general stock but are merely giving special orders on the side while specializing in other merchandise. To endeavor to cut down the bookseller's interest in taking care of such orders by lessening the discount simply turns more people away from the bookstores and cuts down the demand for the back log staple books which the trade is trying so hard to increase. No problem is more urgent in the book field today than the problem of encouragement of small or large bookstores that really try to carry a good book stock and to give real book service to their communities.

New Books at Popular Prices

THE reprint market, like the field of general publishing, has its constant stream of new titles which help to dramatize the displays on the bookseller's counters, new titles never before available at popular prices or new titles now given the benefit of more attractive typography and format. Many dealers who specialize in this market have discovered that it is well to pick out some particular title each week or month and make a drive for new customers, the emphasis on one title pulling the sales of the series along with it. The cost of such special promotion, which may include special advertising can be charged up against the whole line, as people who once get the habit of adding to their collection of popular priced books do not stop with one.

Some dealers have experimented with new editions of the better character by putting them out with the season's new books so that the customer for the newest novel is reminded that there are many novels of staple character that he has probably intended sometimes to read. In spite of the fact that vacation time is so much connected in our mind with the demand for popular new fiction, there is probably no other season of the year when more people find time to read books that they have long neglected, and the book displays of spring give them a chance to pile up a few books ready for vacation reading.

Find Your Garden Clubs

IN almost every American city, large and small, there has been developing lately a new popularity for gardening and everywhere garden clubs with ambitious programs and frequent exhibits have been springing into existence. These clubs have developed competitions among gardens, both indoors and out, which have greatly increased the attention to horticulture, and in most cities the lists of the members of such clubs constitute the best possible outlet for the many new garden books that come from the press and for the standard books already tested out.

Reports from booksellers indicate that today's demand for garden books is very specific and the buyers know what they want and why they want it. Not so much as formerly are they selling books of emotional interest in gardens or books of garden pictures but rather books on specific aspects of gardening in which particular problems are thoroughly discussed. Every bookseller ought to search out and find the membership lists of these clubs in his community and offer direct service by mail or by special display. The garden lover is an enthusiast who never gets over the interest in his hobby.

New Publishers' Committees

IN the February 21st issue, we announced the members of the Committees on Promotion, Trade Practices, Legislation, Constitution and By-Laws, Copyright and Finance. The National Association of Book Publishers now announces three further Committees.

Committee on Publishing Service

John Hessian, Doubleday, Doran & Co., Chairman

Bennett Cerf, The Modern Library

Donald Bean, University of Chicago Press

Robert Ballou, Jonathan Cape & Harrison Smith

F. S. Crofts, F. S. Crofts & Co.

H. L. Parker, Longmans, Green & Co.

Committee on Research and Statistics

W. W. Norton, W. W. Norton & Co., Chairman

Ordway Tead, Harper & Brothers

H. W. Wilson, H. W. Wilson Company

Alfred A. Knopf, Alfred A. Knopf, Inc.

L. W. Sanders, D. Appleton & Company

Horace Green, Duffield & Company

Committee on Foreign Markets

William B. Hadley, Funk & Wagnalls Company, Chairman

George Hummel, Horace Liveright, Inc.

Robert S. Gill, Williams & Wilkins Company

Richard R. Smith, Richard R. Smith, Inc.

Charles F. Kint, John C. Winston Company

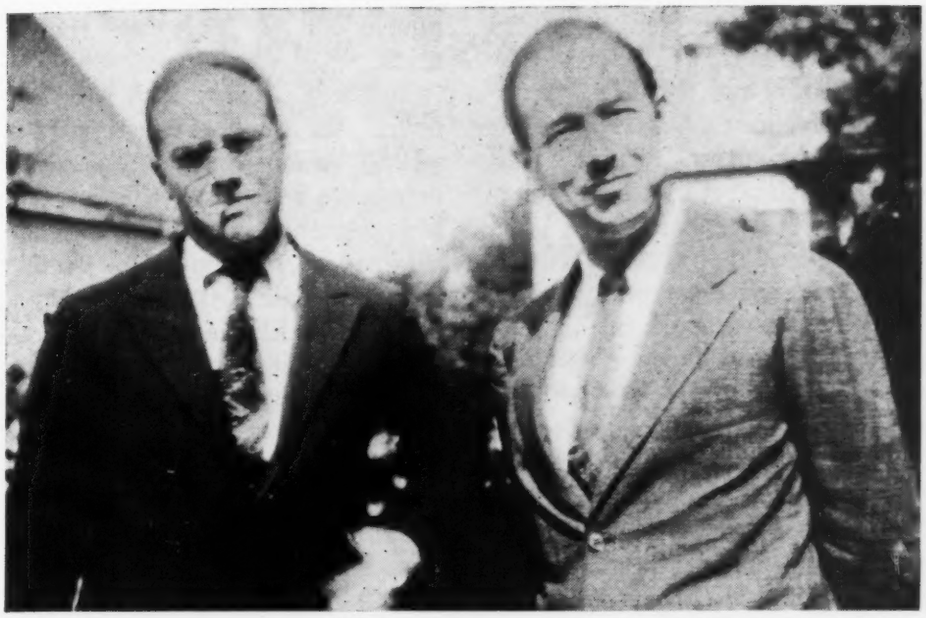
Travelers' Gossip

A BOOKSELLER who has kept business up to last year's level was visited by a traveler the other day who said in an effort to be pleasant, "Well, you are the only account in this town that is good for anything or that has any credit." A flattering thing for the bookseller in question, but this bookseller happened to say to himself, "I wonder if publishers' representatives go around telling every bookseller how badly off the others are."

Another bookseller tells us of having a statement from a publisher containing sharp demand for payment though there was no money due. When an explanation was asked word came that this bill had not been intended for him but "for a competitor whose credit had become extremely bad," and the competitor was mentioned by name.

These two instances are commented on, because in a year when many dealers, who eventually will be on their feet and among the valued outlets for books, are working hard to find enough gross business to supply margins for rent and overhead, matters are not helped by having rumors of disaster passed around, especially when they are passed to one's competitors. It is awkward, too, for the bookseller receiving such information, for he does not wish to have another dealer's affairs thrust upon him.

In the Bookmarket



Houston Peterson (right) and Conrad Aiken. It is Aiken's work as well as Joyce's, Freud's, T. S. Eliot's and Proust's that serves as a springboard for Mr. Peterson's study, "The Melody of Chaos," to be published on March 18 by Longmans, Green

THE word "racket" has come to be an almost indispensable item in modern conversation. Tersely though adequately it describes a great many things which people deplore on principle. There are nowadays a host of such things and while it is perhaps impossible to date exactly the beginnings of the rise of the American Racket, the glamorous career of Lydia E. Pinkham's Vegetable Compound might conceivably serve the purpose. April 17th has been selected by *Putnam* as the day for the appearance of Robert Collyer Washburn's "The Life and Times of Lydia E. Pinkham." An interesting feature of Mr. Washburn's book is the parallel drawn between the lives of Lydia Pinkham and Mary Baker Eddy. Both were natives of Lynn, Mass., and were neighbors in that town for over twenty years. Mrs. Eddy's Broad Street house stood on land that had been part of the farm on which Lydia Estes, as she was then, was born. Mrs. Pinkham began to sell her nostrum in 1875, about the time Mrs. Eddy discovered Christian Science. At first Mrs. Pingham made her Vegetable Compound in her own kitchen, distributing it free to friends and neighbors. We should hate to believe that all American rackets emerge from beginnings as homely as these. ✤ ✤ ✤

President Hoover's White House Conference on Child Welfare has inspired a book on "The Child and His Home" by Dr. H. W. Hurt. *Minton, Balch* will publish this in late March. ✤ ✤ ✤

James W. Barrett, former city editor of the New York *World,* will edit a book entitled "The End of 'The World.'" The events leading to the final publication of the *World* will be described by former editors, reporters, columnists, office boys and special writers of that paper. *Harper* will publish the volume, probably in April. Mr. Barrett has said that the royalties from the book will be given to an unemployment fund for former employees of the *World.* ✤ ✤ ✤

Says Hugh Walpole, English novelist, "There is a new class of readers growing up in England and despite the enormous output of novels today, each book has a steadily increasing prospect of sale. Book-

sellers in Great Britain last year enjoyed the best Christmas sales they have known for many years."

Bertrand Russell has succeeded to an earldom. His brother, Lord Russell, died recently in a hotel in Marseilles. Lord Russell was Parliamentary Under Secretary of State for India and had been traveling in the south of France. Earl Russell's third wife was Countess Arnim, well known author of "Elizabeth and Her German Garden," "The Enchanted April" and numerous other popular novels. Russell received the news of his accession to the title while he was busy at work on his new book "The Meaning of Science," which *Norton* will publish this fall.

Alexander Woollcott, broadcasting as "The Early Bookworm" over WABC terminated his series of reviews of current books on Saturday, March 7th, thus ending a series of book broadcasts which began on September 23rd. Although there were flocks of letters and telegrams from radio fans, teachers and booksellers demanding that the Woollcott reviews be continued, Mr. Woollcott confessed that he was worn out reading four or five books a week in addition to his other activities and decided that he needed a vacation.

William Carlos Williams, stylist and author of several volumes of verse and prose, will lecture at the Fortnightly Forum in the lounge of the George Washington Hotel on Friday, March 20th, at 8:30 P.M., under the auspices of Moss & Kamin, booksellers. Dr. Williams' subject for the evening will be "The Logic of Modern Literature," a résumé of the work of Joyce, Gertrude Stein, Hemingway and others. There will be no admission charge.

Charles J. Dutton, author of several detective-story thrillers, has written a book for *Dodd, Mead and Company,* entitled "Murder In A Library," which they will publish on March 27th. Mr. Dutton is a Unitarian minister in Des Moines, Iowa, and the scene of the story is the Des Moines Public Library. The plot hinges on the murder of an elderly woman who is reference librarian and has discovered the theft of some rare Americana from the library safe. During the course of the action, the chief librarian of the Des Moines Public Library system discovers the robbery and he, too, becomes involved and meets his death at the hands of the unknown murderer. Forrest B. Spaulding of the Des Moines Public Library is reported to be enjoying the novel situation.

In the February 13th issue of *The Publisher and Bookseller* a report of the best selling books in January is given. "Eight lists were sent us of the best selling books last month, and Lady Eleanor Smith's 'Flamenco' is mentioned in six of them. Shaw's 'Apple Cart' appears five times and the Andrée Diaries and Herbert's 'Tantivy Towers' four. Of books published last year and longer ago, the following are still selling: 'The Testament of Beauty,' 'Blenheim,' 'Miss Mole,' 'Grand Hotel' and 'The Mysterious Universe.'"

Probably the longest first novel ever accepted is a work called "Hunger and Love" by Lionel Britton, to be published by *Harper* on March 18th. This book contains 300,000 words and will sell for four dollars. Says Bernard Shaw of this new novelist: "It is clear that he can deliver the goods." Says the London *Daily Herald* of Mr. Britton: "He began life as a greengrocer's errand boy. . . ."

By arrangement with R. Critchell Rimington of the Foundry Press, *William Edwin Rudge* is disposing of the few copies that remain of "Born In A Beer Garden." This is a Morley first edition, also the first humorous appearance in literature of the since renowned Ogden Nash, *The New Yorker's* favorite false-rhymer. Orders will be accepted at the original published price of $7.50.

Cornelia Otis Skinner has signed a contract with *Cosmopolitan Book Corporation* for a book of humorous sketches. It will most likely be published next season.

The three books which made up "The Bastable Children" by E. Nesbit published last year by *Coward-McCann,* are now available in individual volumes at $1.50 each under the following titles: "The Would-Be Goods," "The Treasure-Seekers" and "The New Treasure-Seekers."

Herbert Gorman, lost to America for many months in his researches for his life of Mary, Queen of Scots, has written an-

other book meanwhile, and it will be published by *Farrar and Rinehart* in the autumn. It is a new life of James Joyce and a discussion of his work. It will contain much new material on the famous author of "Ulysses."

A. A. Knopf has started its spring campaign of consumer advertising by special emphasis on "The Savage Messiah" by H. S. Ede. The text of the advertising announces that it is to be the first of a series of discussions on important Borzoi books, thus again, as in the past, endeavoring to sell the public on the idea that there is a real reason for following the imprint of a publisher.

Cheney to Attend Convention

Ellis W. Meyers

Executive Secretary of the A.B.A.

MR. CHENEY, who is making a survey of the booktrade, will be present at the Booksellers' Convention in Philadelphia, as well as at the meeting of the Illinois Booksellers' and Stationers' Association, at which gathering he is also scheduled to speak.

In Philadelphia, however, he will appear not as a speaker, but as a participant in the discussions. On Tuesday, May 19th, there will be a General Forum, and during the morning session Mr. Cheney will act as Chairman in an effort to aid the booksellers in the working out of trade problems. The publishers are being invited to this meeting in order to present their points of view.

Round Tables

Richard F. Fuller of the Old Corner Book Store, Boston, will be Chairman of the Large City Group Round Table on Wednesday, May 20th. Robert C. Saltmarsh, H. S. Hutchinson & Co., New Bedford, Mass., who last year was chairman of one of the most successful of the Small Bookstore Group Round Tables, will again lead the discussion of that group, and Frank L. Magel will act as Chairman of the Department Store Group.

These three men are at the present moment preparing programs for their meetings. Mr. Saltmarsh is making arrangements for merchandise displays and will have two or three speakers who will discuss the various angles of merchandising.

Other Committees

The booksellers and publishers of Philadelphia are acting as members of various committees for the convention. C. C. Shoemaker will be Chairman of the Program Committee, and Joseph W. Lippincott will act in a similar capacity on the Reception Committee, while Howard M. Jacobs will be in charge of the entertainment. The Resolutions Committee will consist of A. B. Carhart, Chairman, C. G. Grauer, John G. Kidd, Charles K. Jackson, and A. A. Kroch, and the Auditing Committee will be B. E. Sanford, Chairman, Cedric R. Crowell, and Fred H. Tracht.

Entertainment

The feature of the entertainment for the convention will be an Authors' Night, to be held at the Academy of Music, at which a number of prominent authors will appear. This meeting will be open to the public. On Monday night there will be the Get-Together Dinner-Dance, and on Thursday night, the Banquet, followed by dancing. There will also be a Special Motor Tour to the interesting points of Philadelphia and the vicinity.

Make arrangements now to attend this, the thirty-first convention of the A. B. A. It will be a business meeting in every sense of the word, and will be of value to the entire industry.

Hotel Bellevue-Stratford, Philadelphia, Pa., May 18th to 21st

Don't forget to ask for a convention fare certificate when purchasing your railroad ticket to Philadelphia, even if you are traveling from a nearby point. We need 150 of these certificates in order to get a fifty per cent. reduction on the return fare, and even though it may not be a great saving for you, it will help those booksellers who come from distant points.

Philadelphia Booktrade News

Joseph E. Molloy
of the Philadelphia Inquirer

THE LEARY, STUART COMPANY, familiarly known in song and story as Leary's Book Store, was host to the Special Libraries Council of Philadelphia and vicinity on the occasion of the regular monthly meeting of that body, on the evening of March 6th. Proceedings of the evening included a tour of the store conducted by Robert Hoag, treasurer, the introduction to the librarians of most of the members of the famous Leary "family,"—the store employees, and talks on the histody of the business by Mr. Hoag and William H. Stuart, vice-president, who told of some of his recollections of W. A. Leary, the founder.

Still another book business gets under way this month. The Walnut Book Store opened at 132 South 9th Street, opposite the Walnut Street Theatre, with a stock of books, new and old. The manager, Joseph Rappaport, was formerly connected with the Archway Bookshop.

The Penn Publishing Company announces the addition of three titles to its spring list,—"The Green Light," by Louise Landon, "Blazing Tumbleweed" by Peter Ash, "Dancing Dollars" by Ruth Wright. Previously announced titles include "Call Her Fannie," the latest story by May Edington, "New Dreams for Old" by Mary Badger Wilson, "Sylvia" by Louise Platt Hauck, and "Honeymoon Trail" by Gertrude Pahlow.

One of the latest acquisitions of the rare book shop of William J. Campbell, at 223 South Sydenham Street, is a copy of what Sabin calls "one of the rarest books about Pennsylvania," the "Recueil de Diverses Pieces, concernant La Pensylvanie," published in 1684 and consisting of translations of various tracts by William Penn, Mr. Furly and Thomas Paskel, issued to attract French settlers to this country. It is one of seven known copies, the others of which are in institutions.

The high spot on the April list of the Macrae Smith Company will be the new Lida Larrimore title "The Silver Flute," scheduled for appearance on the 13th. . . . April publications of the J. B. Lippincott Company include two foreign biographies, "Cleopatra" by Oscar von Wertheimer, and "Empress Eugenie" by Octave Aubry; an edition of the "Letters of Giacomo Puccini"; Sisley Huddleson's "Back to Montparnasse"; "French Leaves," a book of essays by E. V. Lucas; two novels, "The Chance of a Lifetime" by Marcia MacDonald, and "The Trembling Flame" by Louis Joseph Vance; and two additions to the Lonsdale Library, "Salmon Fishing" and "Golf."

Angela Morgan was heard in the foyer of the Academy of Music on February 12th in a recital of her verses. . . . John Galsworthy will appear before the Philadelphia Forum on April 2d, one of the high spots in an unsually brilliant tenth anniversary programme.

The new record for quantity sales must be that made by the local Brentano store in Christmas week. A customer displayed a list of forty friends to whom he wanted to send something a little different, fussed around a while, and finally left the list with the salesman with instructions to send to each person a copy of the limited, signed (ten dollar) edition of Louis Bromfield's "Twenty-four Hours."

Wanamakers' New York store has just held in its auditorium a series of three talks on contract bridge by Milton C. Work, based on his book "Common Sense Contract Bridge," published by Winston.

In and Out of the Corner Office

WE should have mentioned before this, since we carried a notice about the sale of the Chicago *Evening Post*, that Llewellyn Jones, editor of the Literary Page, is still with the Chicago *Evening Post*. We herewith regret that Susan Wilbur, (Mrs. Llewellyn Jones) who served with such distinction as assistant literary editor, is no longer with the *Post*. Milton Fairman, who, in addition to his connection with the *Post*, has been for a number of years Chicago correspondent of the *Publishers' Weekly*, has now gone to the Chicago *Herald* and *Examiner*.

George H. Doran is now with the London branch of the Hearst organization, at present editing *Nash's Magazine*, which is similar to the *Cosmopolitan*.

William McGee, formerly of the Covici-McGee Company in Chicago, and more recently with the Syndicate Trading Company, has joined the staff of the Gotham Book Mart, Inc., 51 West 47th Street, New York.

Dr. Rosenbach, who is this year the President of the Pennsylvania Library Club, gave an address this week at its convention in Atlantic City entitled "The Presidents of the United States As Book Collectors." A collection of the books of the libraries of the Presidents from Washington to Hoover was exhibited.

Charles W. Mason, formerly with West Virginia University and the University of Buffalo, has been appointed reader's consultant in the Carnegie Library of Pittsburgh. This appointment is the result of a grant of $21,000 made by the Buhl Foundation of Pittsburgh for a three year experiment in adult education, using an experienced educator as reader's consultant. Louise M. Hulin has been named assistant to Mr. Mason.

After several months' struggle with illness E. G. Rich, New York Manager of Curtis Brown Ltd., has had to retire, and has gone abroad. Curtis Brown has arrived here from London and is in charge until the new manager is installed. This new manager is Raymond Everitt, who was with Harcourt Brace & Company for over five years and has lately been in charge of the foreign department in the Curtis Brown London office. He is a nephew of S. A. Everitt of the Doubleday, Doran Company, and a son of Charles Everitt, of the Dauber & Pine Bookshops, Inc., and authority on Americana.

Pacific Coast Shipping

HARRISON LEUSSLER, chairman of the Book Consolidation Group of the Western Traffic Conference, reports that the first six months' operation of the Book Consolidation Group more than exceeded expectations. During the period between June 16th and December 18th the tonnage and freight savings were as follows: Boston Loadings, 255,441 lbs; New York Loadings 715,779; Total 971,220 lbs. Total savings, $3,132.05. These figures do not include member individual carloads, but only consolidated less than carload shipments.

In the analysis of loadings, there is very little possibility of missing carloads out of New York, but at Boston every bit of co-operation is needed from members to accomplish the necessary 12,000 lbs. for the carload. On two occasions where the WTC tonnage was short, publisher members contributed their own carload to enable the WTC to make the car. Appreciation is accordingly given to D. C. Heath & Co., and Houghton Mifflin Co., for their co-operation.

Warning is given to the members of the attempts being made by various steamship lines to break up the Book Consolidation.

A Public Consolidator is in business to make money and does this through a service charge made to consignees for his services. There is no reason for a member of the Book Consolidation Group to use a public consolidation, when he gets the service as part of his membership in this co-operative movement. It is therefore important to warn members not to divert their tonnage away from the WTC, to any public consolidation, in order to assure the continued success of their own organization.

An announcement of importance to all members recently appeared in the newspapers, with the establishment of a weekly service about May, from Boston and New York to the Pacific Coast by the Dollar Steamship Lines. The regular schedule has not been officially published, but when ready will be sent to each member. This service will give to booksellers and others, a regular dependable weekly service, with special delivery service at port of discharge due to the fact that our shipments are carried in the upper holds, and get immediate discharge.

Booksellers who buy Blank Books and Diaries from Eastern manufacturers should make their shipments in the book consolidation. This for the reason that the Intercoastal Conference allowed the inclusion of these items under item 2714. Shipments from the Holyoke region should be routed via Boston, Pier 44, Mystic Wharf c/o Dollar Steamship Lines, Roaring Springs, Pa., shipments via New York, marked for Erie Pier No. 9, Jersey City delivery, c/o Dollar Steamship Lines.

The best of co-operation has been given by the publishers in the East. The WTC and the Dollar Line has made arrangements for trucking service at a .15 cent per hundred rate, which is much cheaper than the regular rates. There remains no good reason for a shipper to force a charge on the consignee for pier delivery.

With the coming of spring purchasing the Chairman asks that members support the work of consolidations for the coming year. When the new Dollar Line service is in effect more tonnage than ever will be needed, especially out of Boston and Philadelphia.

Red Label Reprints

THE Bobbs-Merrill Company, The Century Company, Harper & Brothers, and Henry Holt and Company are sponsoring a new library of dollar reprints of religious titles to be known as Red Label Reprints.

Twenty-four of their best religious books have been selected for inclusion in this library. They will be released to the trade on May 1, 1931. Red Label Reprints get their name from the brilliant red label which appears on the backbone and wrapper of each book. The books themselves are crown octavo, bound in black royal vellum. The wrappers display a wide variety of treatment.

Red Label Reprints will be distributed to the trade through The Baker & Taylor Co. Orders are now being taken by Mr. Lawlor of Harper & Brothers. An extensive advertising campaign has been planned. The twenty-four titles first to be issued are here listed:

"Adventurous Religion" by Harry Emerson Fosdick
"Beyond Agnosticism" by Bernard Iddings Bell
"Blood and Fire" by W. H. Nelson
"Cathedral Sermons" by Howard Chandler Robbins
"The Christ We Know" by Charles Fiske
"The City of Perfection" by Thomas L. Masson
"How to Know the Bible" by George Hodges
"I Believe in God" by A. Maude Royden
"Labels and Libels" by William Ralph Inge
"Life and Writings of John Bunyan" by Harold E. B. Speight
"My Faith in Immortality" by W. E. Barton
"My Life and Story of the Gospel Hymns" by Ira David Sankey
"Old Faith and New Knowledge" by James Henry Snowden

"Psychology of Religious Experience" by Edward Scribner Ames
"Religion" by Edward Scribner Ames
"The Religion of Jesus" by Walter Bundy
"Robbing Youth of Its Religion" by James F. Halliday
"Science in Search of God" by Kirtley F. Mather
"The Story of Jesus" by Benjamin W. Bacon
"The Story Peter Told" by Elsie Ball
"These Twelve" by Charles R. Brown
"A Wanderer's Way" by Canon Charles E. Raven
"Whither Christianity" by Lynn Harold Hough
"The World's Best Loved Poems" compiled by J. Gilchrist Lawson

100 Books for Catholic Readers

A LIST of 100 books, selected by Cardinal Hayes' recently appointed literature committee for Catholic readers from among the thousands published during the six months, has been made public. The books chosen cover the fields of fiction, poetry, art, biography, essay, history, philosophy, religion and travel. In making public the list, members of the committee explained that it did not profess to be exhaustive.

The committee is composed of the Right Rev. Michael J. Lavelle, the Right Rev. John P. Chidwick, the Rev. John J. Wynne, the Rev. James M. Gillis, the Rev. Thomas Schwertner, the Rev. Bernard Licking, the Rev. Fidelis J. Reynolds and the Rev. Arthur J. Scanlan.

The works marked with asterisks in the list of fiction and religion which follows, have been the subject of the reviews sponsored by the committee and syndicated through the Catholic press by the National Catholic Welfare Council news service.

Fiction

* "Robert Peckham," by Maurice Baring. *Knopf.*
* "The Deepening Stream," by Dorothy Canfield. *Harcourt Brace.*
"The Flying Cromlech," by Hugh de Blacom. *Century.*
"Gloucestermen," by James Connolly. *Appleton.*
* "The Masterful Monk," by Owen Dudley. *Longmans.*
* "Donjon of Demans," by Benedict Fitzpatrick. *Holt.*
* "Frankincense," by Guy Fletcher. *Clode.*
* "The Golden Roof," by Margaret Fuller. *Morrow.*
* "Chances," by A. Hamilton Gibbs. *Little, Brown.*
* "The Tides of Malvern," by Francis Griswold. *Morrow.*
* "Shepherds in Sackcloth," by Sheila Kaye-Smith. *Harper.*
"The High Road," by Grace Keon. *Kenedy.*
* "Mulberry Square," by Lida Larrimore. *Macrae, Smith.*
* "The Fortunes of Richard Mahoney," by Henry Handel Richardson. *Norton.*
* "Capistrano Nights," by C. F. Saunders and St. J. O'Sullivan. *McBride.*
* "Spanish Lover," by Frank Spearman. *Scribner.*
* "Catherine de Gardeville," by Bertha Radford Sutton. *Macmillan.*

Religion

"Two Essays (Christ and the Western Mind; Love and Belief)," by Karl Adam. *Macmillan.*
* "The Thing: Why I Am a Catholic," by G. K. Chesterton. *Dodd, Mead.*
"Monument to Saint Augustine," by M. C. D'Arcy and others. *Dial Press.*
* "Religious Orders of Women in the United States," by Elinor Tong Dohey. *Conkey Press.*
"The Mystery of Faith and Human Opinion Contrasted and Defined," by M. De la Taille. *Longmans.*
"The Blessed Trinity," by Richard Downey. *Macmillan.*
"The Public Life of Our Lord Jesus Christ," by Alban Goddier. *Kenedy.*
* "The Religious Background of American Culture," by Thomas Cuming Hall. *Little, Brown.*

* "Selected Works of Richard Rolle," edited by G. C. Heseltine. *Longmans.*
* "One Lord, One Faith," by Vernon Johnson. *Longmans.*
* "Mirror of the Months," by Sheila Kaye-Smith. *Harper.*

"Mystics of Sienna," by Piero Misciatelli. *Appleton.*

"The Eucharistic Sacrifice," by B. V. Miller. *Macmillan.*

* "Upon This Rock," by F. J. Mueller. *Kenedy.*

"A Newman Synthesis," by Erich Przywara. *Longmans.*

* "The Puritan Mind," by Herbert Wallace Schneider. *Holt.*

"Christ's Own Church," by Martin Scott. *Kenedy.*

"Confessions of a Pilgrim," by A. J. Francis Stanton. *Burns, Oates & Washbourne.*

"Twelve Years in the Catholic Church," by John Lawson Stoddard. *Kenedy.*

Trial Set for Stopes' Book

THE case of "The United States vs. One Obscene Book entitled 'Married Love'" will be heard in the United States District Court of New York City on April 1st, probably before Judge Alfred C. Coxe. Morton Baum, Assistant United States Attorney, will prosecute the case, and Morris L. Ernst will act as defense counsel. This will be the first major case arising from Federal censorship of books under the Smoot-Hawley Tariff Act of 1930.

Written by Dr. Marie Stopes of London, and bought in Great Britain and translations to the extent of 800,000 copies during the past dozen years, "Married Love" was originally seized by the New York Collector of Customs last April. The copy seized had been imported by G. P. Putnam's Sons for publication purposes. The seizure took place before the passage of the Smoot-Hawley Act, which provides for a trial by jury, with the district attorney prosecuting the case on facts furnished by the Treasury Department. The publishers returned the book to England and recommended that it be so expurgated as to eliminate all birth control information. Later, after passage of the Tariff Act, the expurgated copy was seized and sent to the Treasury Department for a decision. The publishers then protested through their attorney, Morris L. Ernst. It is the case of this expurgated copy which is now coming to trial. By this trial the publishers have hoped to establish a test case for the censorship provisions of the Smoot-Hawley Act.

Last autumn another copy of the book was seized in Philadelphia and was declared by Judge William Kirkpatrick of the United States District Court there to be not objectionable and eligible for entrance into the United States. Treasury Department officials express the opinion that Judge Kirkpatrick's decision in Philadelphia does not bind them because he was considering single copies for individual consignees whereas the New York copy was imported for purposes of publication in this country. They refer to the clause in the 1930 Tariff Act which draws a clear distinction between books imported singly for individual use and those imported for public distribution.

Books to the Pole

TWENTY-NINE copies of a book to be sold at $600 a copy will be carried to the North Pole under the ice pack of the Arctic Ocean as part of the carefully calculated cargo of the submarine *Nautilus* by the Wilkins-Ellsworth Trans-Arctic Submarine Expedition, sailing from New York on May 1st. This was announced by George Palmer Putnam after a conference with Sir Hubert Wilkins, leader of the first expedition to attempt such a voyage.

Captain Wilkins, who was present when the announcement was made, explained that the 29 books would be autographed by each of the members of the exploring party when the "Nautilus" is submerged in the icy depths of the waters directly beneath the Pole. The book's title will be "Under the North Pole—The Wilkins-Ellsworth Submarine Expedition," and is being completed by Captain Wilkins. It will be published by Brewer and Warren Inc.

The book is a novelty in itself, since it is the first time an explorer's story has been published in advance of the exploration concerned. It is designed to set forth, primarily, the detailed plans for the Polar

submarine expedition and give a full account of the scientific and exploration goals the party will seek.

There will also be published a limited edition of 500 copies to be sold at $50 a volume. A loose "signature" or section of 4 or 8 pages for each of these volumes will also be taken on the submarine and forwarded to the registered purchasers of the books when the *Nautilus* returns. These loose sections will each contain a small silk flag, and the autographs of Captain Wilkins and Commander Sloan Danenhower, who will command the submarine itself. These autographs will also be written while the undersea boat is beneath the Pole, and the loose section may later be bound into the volumes by the owners. If the *Nautilus* is hurt, and the explorers have to abandon her and the books, $500 will be returned to each subscriber to the Contributors' Edition. This money will be set aside until the ship returns to Seattle next October with the books still safely aboard.

The Book Clinic

THE third of the series of Book Clinics launched by the American Institute of Graphic Arts under the Chairmanship of Harry L. Gage, will meet in the Advertising Club on Park Avenue, New York, on March 20th, with lunch at twelve o'clock and discussion from 12:45 to 2. The books that will be analyzed at this meeting are as follows:

"After Robespierre: The Thermidorian Reaction." By Albert Mathiez. *Knopf.*

"Cadillac." By Agnes C. Laut. *Bobbs-Merrill.*

"Dawn in India." By Sir Francis Younghusband. *Stokes.*

"Europe and the American Civil War." By Donaldson Jordan and Edwin J. Pratt. *Houghton Mifflin.*

"The American Leviathan." By Charles A. and William Beard. *Macmillan.*

"Fugitive in the Jungle." By Wilhelm Mattenklodt. *Little, Brown.*

The second meeting held on the 6th was attended by about forty people, and the interest continued keen. Among the subjects that have been taken up illustrated by the books on the table was the problem of spacing and leading, it being the consensus of opinion that close spacing is the thing that should be required for special results. It was recommended that even the extra space after a period should not be used, as the book would be better if printed tight. When the subject of bulking was brought forward, it was the unanimous opinion that books of bulky paper should be relegated to the past. Robert Josephy explained that the American Institute of Graphic Arts had a special committee considering this problem, and they were beginning to doubt whether the public was as anxious to get bulk as booksellers and publishers seem to think. The advantages of using a more rational type of paper would be that a book could be printed better, it could be bound better, it would wear better and take less room on the shelves. Another book brought forward the question of a contrast between body type and running title. Defense was found for a combination of Scotch text and Bodoni running head, but those present preferred types of the same family on the same page. Some doubted whether there was need of as many chapter heads and running heads as were commonly used and it was felt that especially in the case of fiction the folio could be put at the bottom with nothing at the top. Practical methods of identifying folios for the binder were also discussed. Discussion of a textbook submitted brought up the matter of the questionable use of bold face in the text. Some defended its use in textbooks; others said that there ought to be ways to avoid such a mixture of types and that it put a great strain on the type designer if he had to produce a bold face and a light face that could be set from the same size slugs. Mr. Reichl of the Wolff Bindery offered to produce a few pages to indicate how the use of bold face could be avoided.

Revised American *Studio*

THE *Studio* of London, which for nearly forty years has been the source of much information on the fine and applied arts, is now to be issued in this country by William Edwin Rudge, but will have in America the name of *Atelier*. The change in name is necessary because there is, of course, in America *The International Studio*. For the past few years some ma-

terial has been used in America in *Creative Art* by arrangement with *The Studio*. Besides publishing the magazine in this country, Rudge is to publish here the many illustrated special numbers which this firm puts out. *The Studio* of London is directed by C. G. Holme, son of the founder of the company who, after becoming interested in decorative arts when he was a resident of the Far East, for many years put much effort into providing the best of decorative are for a large list of subscribers.

Brewer, Warren and Putnam, Inc.

JOSEPH BREWER, President of the firm announces that the firm name of Brewer and Warren has been changed to Brewer, Warren and Putnam, Inc. Last August, it will be remembered, George Palmer Putnam sold his interests in G. P. Putnam's Sons, of which he was Treasurer, and became Vice-President of Brewer and Warren.

Women's Banquet

THE Women's National Book Association met for its 14th annual banquet on March 5th at the Hotel Commodore. Mrs. A. G. Seiler president of the Association introduced Cosmo Hamilton as toastmaster of the occasion. The speakers included Fannie Hurst, R. L. Duffus, Lou Tellegen, Lowell Thomas and Anita Browne. John Mulholland, well known magician, performed. Doubleday, Doran, Hall Brothers, Cosmopolitan Book Corporation, Samuel Gabriel & Son, Seiler's Bookstore were among the souvenir contributors. Music for dancing was furnished by Bernard Levitow's Commodore Orchestra.

Publishers at Paris

THE International Congress of Publishers, meeting for its first gathering since the war, is to be held in Paris, as previously announced, and the date for the opening of the Congress has now been set at June 21st. Publishers who are to be in Europe at that time are urged to attend this important meeting.

Business Notes

BERKELEY, CAL.—Pierce's Old Book Shop has been sold to W. J. Minchin, who will be assisted in the direction of the business by his daughter, Mrs. Begbee. Janet C. Beardsley, who has been associated with Pierce's for the past ten years, has severed her connection with the firm and gone back to her own shop called The Studio Book Shop and Circulating Library.

CAMDEN, ARK.—The Rubye Flower & Gift Shoppe, 127 W. Washington Street. Mrs. R. Reeves Rogers. Small book department and rental library opened March 1st.

NEW YORK, N. Y.—The "Whoopee" Library, 1476 Broadway, Room 913. Vincent Camarota. Opened January. Circulating library chain,—three libraries now operating.

PETERSBURG, VA. — The Terminal, Sycamore & Wythe Sts. G. L. White. Drug Store. Circulating library and few books added March 7th.

PHILADELPHIA, PA. — The Walnut Book Store, 132 S. 9th St. J. Rappaport. Opened February. Old and current books for sale.

Changes in Price

CHARLES SCRIBNER'S SONS

MacCulloch "The Harrowing of Hell" from net $3.50 to net $4.50.
Lamplugh "Flower And Vase" from net $1.75 to $2.00 Regular.
Orr "The Problems Of The Old Testament" from $2.00 to $2.75.

HARPER & BROS.

The following changes in price will be effective March 10th:

	Former Price	*New Price*
Buck's Our Asiatic Christ	$1.25	$1.50
Conant's Every-Member Evangelism	1.50	1.75
Cooper's Religion and the Modern Mind	2.00	2.50
Entzminger's The Sunday School Transformed	1.50	1.75
Howard's Father and Son	1.00	1.25
Howard's When the Days Seem Dark	1.25	1.50
Howlett's Religion, the Dynamic of Education	1.50	1.75
Kanamori Kanomori's Life-Story	1.00	1.25
*Osgood's Old Time Church Drama Adapted, Pulpit Dramas, The Beloved Sinner ... each	1.75	2.00
Scofield's What Do the Prophets Say	1.25	1.50

Effective March 15th, the following changes in price will occur:

Paul Hollister's American Alphabets	$7.50	$5.00
C. T. Schaefer's Automotive Mechanic's Handbook	4.00	3.00

* Three volumes, boxed, price $5.00 unchanged.

NOTICE

Additional copies of the SPRING ANNOUNCEMENTS NUMBER can be had in paper cover at 25 cents or in cloth binding at 75 cents. Every sales clerk should have a personal copy.

THE PUBLISHERS' WEEKLY

Staple Stock

A Monthly Department

Garden Book Market

Doris S. Patee
National Association of Book Publishers

Fads in Gardening Are Worth Attention. The Cactus Is Being Favored as a Decorative Plant. Garden Pools Have Become Essential. Books With These Suggestions Will Have Special Interest

THERE is no more opportune moment for selling garden books than these months just preceding the planting season when garden interest has been whetted to a high pitch by the arrival of seed catalogs, and every enthusiastic gardener is just marking time until he can start work out-of-doors. He is eager for the latest cultural information and is interested in every new suggestion about plans or material because it can be tried out almost immediately. Booksellers will find that attractive displays of garden books and well-planned publicity about garden book service, will bring not only increased sales this month but important returns throughout the summer.

Books on gardening are numerous and cover a wide range of subjects, but they fall into rather definite groups according to garden interests. The selection and extent of any garden book section depends somewhat on the store's location and its clientele, but a representative collection of these various types should be offered by any well-stocked bookstore. Few shops are without a potential market for garden books, and many have an opportunity to develop an active and profitable department.

Probably the most popular are the "how to do" books,—the garden manuals. Several publishers issue simple handbooks which are useful to beginners and also to the more experienced who want concise and definite information. A certain number of general books on gardening are always in demand, for they come first in collecting a garden library. There are the books on landscape design, simple ones with suggestions for the modest home owner, and also the more elaborate volumes with detailed plans and sketches. Every gardener has his hobby, so there will be the monographs, and books of specialized information for growing peonies, roses, iris,—and for developing rock gardens, bulb beds, etc. There must be books of reference,—encyclopedias, garden instructions conveniently arranged by season or subject, and guidebooks for plant identification. Many will want complete volumes but there is an increasing interest in the pocket editions which may be carried into the garden. The miscellaneous group of books which remain, might be classified as one publisher designates certain titles on his own list, as "garden tonics." These would include the enthusiastic accounts of garden experiences, the records of personal experiments in garden design and flower culture, and some of the fascinating descriptions of gardening in other countries. Many of these come in editions with beautiful plates, and are especially popular as gift books.

To sell garden books successfully one

does not have to be a gardener although the bookseller with some garden enthusiasm has a decided advantage. It is essential, however, to have a very clear idea of the books themselves, and if possible, to know which book to recommend to the customer who wants ideas for his perennial border, instructions for building a pool, or a remedy for plant aphis. It is not as difficult as it may sound, for publishers offer excellent descriptive catalogs and each season does not bring so many new titles that a careful study of the books is a great task. Every year books based on recent experiments must replace earlier volumes or older editions. Go over the garden book shelves frequently, relegate certain titles to the sale section, and check up the stock with the new booklists. Make a note of the special interests of customers. The purchaser of a book on the growing of roses is a prospect for every new rose book, and will appreciate announcements of forthcoming publications.

There is no clearly defined market for garden books. Every bookstore may have a list of customers to whom notices of new books in this field are sent regularly, and whose interests are kept particularly in mind when new books are ordered, but this is only a nucleus for the larger group of potential customers. Newspaper advertisements and direct mail publicity should be planned to bring people into the store and create a new interest in garden literature. Feature the ideas that there is no garden large or small which cannot benefit by garden book suggestions,—that every home owner can make his grounds more attractive through a knowledge of the principles of landscape design,—that every real gardener wants up-to-date information,—that books will make the garden grow. Emphasize the fact that garden books are not only necessary to successful gardening but also interesting reading for everybody and essential to any home library. Fads in gardening are worth attention. Just now there is a keen interest in rock gardens; the cactus is popular as a decorative plant; a garden pool is becoming quite essential. Books with these suggestions will have special interest.

There should be a garden window early in March. Arrange an attractive display of books against a colorful background of pale green or soft yellow. Decorative papers may be used effectively. Some of the books should be open so that illustrations in color, charts, and chapter headings will make the exhibit more interesting. Use tools, pottery and flowers as accessories. Local merchants will usually cooperate, and in exchange for showing their wares in your window, will give some space to books in their displays. Photographs of local gardens always attract attention. Inside the store, a table display should repeat and supplement the plan of the window. If necessary make a temporary change in the regular stock arrangement so the garden book shelves will be conspicuous and easily accessible.

Secure a list of garden club members. Send them announcements and booklists, and suggest special book service. Offer to bring an exhibit of books to the next meeting, and perhaps propose a program about garden books with a member of the bookshop staff as speaker. Other organizations, literary clubs, women's clubs, and civic groups might be interested in similar programs and suggestions. Follow local garden show announcements and arrange book displays. Watch building plans and send notices of books on the designing of the home grounds to prospective home owners. A spring list of new garden books, simply printed or mimeographed is not expensive to prepare and could be effectively used with special letters, distributed in the shop and at club meetings, and enclosed with March statements. Several publishers issue garden book catalogs which booksellers can secure for distribution. There is an appropriateness about garden books as Easter gifts which will be a timely suggestion to many people.

A number of years ago at the Hampshire Bookshop in Northampton, I helped to arrange a Garden Mart,—a week of intensive garden book promotion. It happened very fortunately that during the last of March the college textbook stock was reduced to such an extent, that by skilful planning, space was available on the second floor of the shop for rather an extensive garden book display. Here was arranged in classified groupings with attractive signs and posters, our entire garden book stock which had been greatly enlarged, because of our optimistic expecta-

Garden Mart book display in the Hampshire Bookshop, Northampton, Mass.

tions. In addition, a few elaborate tomes were borrowed from the public library, some of the expensive books on gardening were generously sent us on consignment by publishers, and rare old garden volumes were loaned by local collectors. This section was separated from the rest of the floor by a white picket fence, in front of which a narrow little garden border of bright colored flowers was actually planted. An arch, bird bath, bird houses, flowers, and garden tools were loaned by local dealers, and a lovely collection of old flower prints and colored wood blocks were secured from one of the Boston print dealers, on sale.

The Garden Mart was announced to the entire community by an attractive folder and special newspaper notices. In the window the center piece was a miniature garden which attracted a great deal of attention and lead people to come inside. One afternoon in the middle of the week a garden lovers' conference was arranged. The books on display were discussed, and garden experiences and information exchanged. The events of the week culminated in a lecture on "The Cultivation of Native Plants" by Herbert Durand, author of a well-known book on wild flower gardening. It is difficult to trace all the actual results of such a project, but many books were sold during the week, many people were attracted to the store for the first time, and a prestige and interest was built up for the garden book department which is still bearing fruit.

Much has been said in this article about the seasonal opportunity for selling garden books, but sales need not be confined to the spring. Most new books do appear at this time of year, and garden interest runs highest, but there are possibilities for garden book promotion the year round. During the summer gardeners are constantly needing books for reference to meet the problems and interest of each cycle of bloom. In the fall they find in books, suggestions for remedying this year's mistakes and improving its successes. The winter months offer the garden lover, deprived of activities outside a chance to concentrate on garden books, and, with pencil in hand, to make plans for the next season. Also—what better Christmas gift for the gardener than a garden book?

The Career of "Heart Throbs"

WHEN Joe Mitchell Chapple's mother died, her legacy to her son included a yellowed and tattered scrapbook containing clippings of poems and sentiments which had given her joy during her entire life. Her son, who was a printer, planned a small edition of the scrapbook as a memorial to be sent to relatives and intimate friends, but before the little book had gone through the press and bindery, dozens of requests had come to him from employees of the plant asking that they be allowed to buy personal copies. Mr. Chapple refused to give his mother's scrapbook public circulation, but these requests gave him the idea for a book which is today one of the most popular and staple of American books.

It happened that a short time after the memorial edition of the scrapbook was completed, Mr. Chapple was visiting President McKinley, and the President leafed through a copy as they talked. He was hearing the story of the requests that had come from the printers and of the plans for making a book of "heart throbs." As he handed the little book back to the young journalist he commented, "What a wonderful thing in life—our heart memories. Why don't you ask the *people* to help you by sending in their favorite poems? You can add these to the collection in your mother's scrapbook, as a sort of chart indicating the trend of real sentiment of the plain people, as Lincoln loved to call us." This was in the summer of 1900 and the tragedy at Buffalo a few months later delayed the work of gathering the "heart throbs."

It was not until 1903 that Mr. Chapple began the serious work of collecting the "favorite bits of sentiment" of the American people. The undertaking was really a gigantic one, launched with national advertising and an announcement that $10,000 would be given in prizes for "heart throbs." The response was immediate and before long, as he says, he "had seen the best remembered and loved sentiments of more than 52,000 people." The "heart throbs" came in as yellow clippings, worn bits from newspapers, that had been carried in bill-folds and notebooks, and some in bulky scrapbooks. In 1903 men and women of all walks of life had their favorite sentiments and were not in the least ashamed of admitting the fact. Roosevelt submitted "The Battle Hymn of the Republic;" John Hay, "Crossing the Bar;" Adolf Ochs, "Who steals my purse steals trash," with the complete quotation from "Othello;" Henry Cabot Lodge, Whittier's "Eternal Goodness." Then, there were contributions from Sir Rider Haggard, Victor Herbert, General Miles, Dr. Gunsaulus, J. P. Morgan, Ford, Edison and Rockefeller. It is interesting to note that Mr. Rockefeller was unable to decide on any favorite quotation, but asked if he might submit a verse of his own. It was accepted and used!

The $10,000 was divided into 840 awards, the first ten prizes each being a pile of silver dollars as tall as the contestant. Senator Allison and Admiral Dewey made the final awards on behalf of the judges in the contest.

The first edition of "Heart Throbs" was issued, in 1905, by the Chapple Publishing Company, of Boston, and promptly became a best seller. Figures on the sale of the book before it was reprinted by Grosset and Dunlap, are not available, so that it is impossible to estimate exactly the number of copies which have gone into American homes. A few years later, a second volume, "More Heart Throbs," was issued and later reprinted by Grosset to make a two volume set. The sale of both the Chapple and the reprint editions have been steady since publication, the reprint having sold more than 350,000 copies since it was issued in 1911. After the initial market had been supplied the books entered their career as a staple and have been selling steadily, year by year. The sale last year was practically equal to that of 1920.

One of the most interesting incidents of the book's career occurred in 1927, when Mr. Statler of the famous chain of hotels was searching for a book that would make

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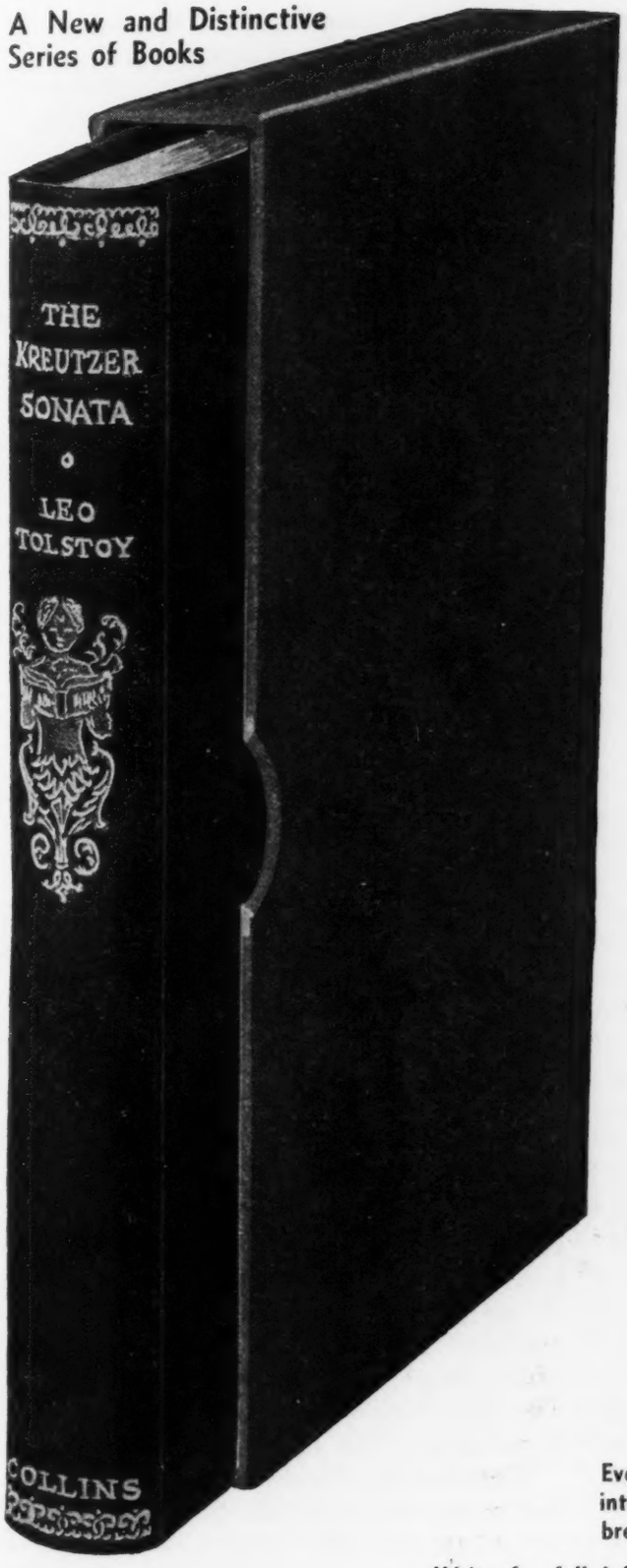

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a suitable supplement to the Gideon Bible to be placed in the rooms of his hotels. He had long been a close friend of Joe Mitchell Chapple and after some search, "Heart Throbs" was selected as the one book which would offer entertainment to almost anyone who might be a guest of a Statler Hotel. 8000 copies were required to place one in every room of the Statler chain, and, as far as can be discovered, "Heart Throbs" is the only book, other than the Bible, that has ever been generally distributed in hotel rooms. The choice proved so popular that to check the rate at which the copies disappeared, a notice was placed in each copy that the book was on sale in the lobby at $.75. Thousands of copies have been sold from these hotel newsstands, 1500 at the Pennsylvania in New York alone.

In trying to classify the book one soon finds that it is unique, that it has no competitor. It is best termed "the public's anthology." And its sale would indicate that Mr. Chapple found "the trend of the real sentiment of the plain people."

The Personalities of Books

Promote "Intimate Evenings With Famous Personalities."

IT is difficult to imagine a person who would not scramble and scratch to spend an evening with Benevenuto Cellini, especially if it were announced that that gentleman would discuss his past with comments on his friends and acquaintances, both ladies and gentlemen. Yet anyone can walk into a bookstore, be introduced to Cellini, as it were, can escort the famous gentleman to his home, and spend delightful evenings with him in the intimate comfort of the home library. Cellini opened himself for all time to such invitations when he published his "Autobiography," and the book needs only to be presented in this manner to capitalize all of its intimate appeal. The examples of this variety of book which repose on the staple stock shelves of every bookstore, are endless. Or, if your customer does not feel the lure of Cellini's society, he may spend the evening listening to the most intimate revelations of Samuel Johnson, Samuel Pepys, Henry Adams, Benjamin Franklin, Charles Darwin, Louis Pasteur, Marco Polo, Andrew Carnegie, Jane Addams, Ulysses Simpson Grant, Henry M. Stanley, or P. T. Barnum.

It is entirely proper and very necessary that the new books with their quick appeal to public attention should get the greatest emphasis in window displays, but one result from this is that booklovers are allowed to forget that the bookstore also offers, with even greater pride, the great literature of all time.

A new plan for featuring at least one great book from staple stock in every window display, so that it will vie in interest with the books still damp from the presses, is here described. To follow the example already used, an assortment of Cellini's "Autobiography" in various editions or a single copy could be given a location in the window and with the help of a card would get immediate attention. The card would be used to present the sales idea of "Intimate Evenings with Famous Personalities." And a second line, "Benvenuto Cellini frankly discusses his own life and gives his impression of the famous characters of the Sixteenth Century." This could be tied up with an inside display of the same book in a sufficiently prominent position to be found easily by anyone who was sufficiently interested to come in. By these coordinated displays this appeal of a great personality can be got across. Many customers may find these personalities of the great too awe-inspiring, but this coldness can be overcome; the bookseller will not only profit, but he will add immeasurably to the pleasure his customers can find in reading. It is difficult to place the origin of the idea in the minds of some that books are cold, lifeless and dissociated from the personality of the author.

The idea of this series of displays is to put across the fact that the books a man writes are the most intimate and personal heritage we have of the great personalities of the past. Such personalities are impor-

tant because of the things they have accomplished, or the things they have though, and in either case what we want to know about them is the working of their minds.

If a program of "Intimate Evenings With Famous Personalities" were to become a regular feature in the sales plan, it would undoubtedly be followed with interest by most of the customers who frequent the store. It could become a sort of customer's guide in the pursuit of literature. With displays changed weekly, customers would learn to watch for "the personality of the week," and would thus become familiar with more of the stock of the store.

Ralph Waldo Trine's Third of a Century Best Seller

WHEN Ralph Waldo Trine, now in New York, was reminded through a communication from a feature writer in a Pacific Coast paper, that his book, "In Tune With the Infinite" was first published a third of a century ago, he replied: "Yes, I didn't realize it, it's true—but I don't believe it."

This world-famous book—still strong in its sales throughout the world—was first published in November, 1897. Mr. Trine was then 31 years of age. That is probably one reason why it has always been so preeminently a young peoples' book, and why it still remains so.

Henry Ford has paid public tribute in the press to the value "In Tune With the Infinite," and other books of Mr. Trine's have had for him. A recent number of *Photoplay* says in an article on one of the leading younger motion picture stars, Janet Gaynor: "She is a great believer in metaphysics and Ralph Waldo Trine's 'In Tune With the Infinite' is her Bible."

It has been published in more than twenty different translations, with new ones still coming out, and has sold close to a million copies,—and this with scarcely any advertising. It is a book that has traveled primarily from reader to reader.

The London publishers, George Bell & Sons, in the last year reported a sale of between 8,000 and 10,000 copies, this after being published there for thirty years.

The editor of one of the leading American newspaper syndicates recently remarked: "Were I to receive a literary legacy and had my choice, I would choose Franklin's 'Autobiography' and Trine's 'In Tune With the Infinite,' because I know both will be selling fifty years from now."

When Mr. Trine was recently reminded of its world-wide appeal, he replied: "Well, there did seem to get into it something of a universal nature, just how I don't know —but more than I realized at the time. Letters have come from all over the world, telling in many cases in concrete form what the book has done for the writers of the letters, and they have come from all classes and conditions of people.

"These incidents may illustrate. Some time ago I received a letter from my London publisher, in which he wrote: 'Our Oxford representative has just been here, and told us among other things that the Prince of Wales had recently been in to get a copy of 'In Tune With the Infinite,' saying that he had found it so valuable for himself, that he wanted to purchase another copy as a birthday present for his father.' Then some years ago, a well-known London journalist told me that it had been for years one of the favorite books of Queen Victoria.

"Now I wouldn't relate this, without coupling it with the following, in order that it have a more complete content. The last letter from the same publisher, Mr. Bell said: 'I know you will be pleased with the following note. There is a dear old blind woman who sits on the Kingsway, selling papers. She is familiarly known by all as "Granny of Kingsway." I sometimes stop and talk with her. She said this morning,—"Mr. Bell, I have just been reading such a wonderfully helpful book, (whether in Braille or someone read-

ing it to her, she didn't say) it is a book entitled, 'In Tune With the Infinite.' "

'She was immensely pleased when I told her that we were its British publishers,' "Mr. Bell's letter continued, and also when I told her that when I came by again I would bring her a copy of another book by the same author—also published by us. I thought, he added, that you would be pleased to know what this book has through the years been doing for every type and kind."

There is probably no foreign writer whose books are more widely known throughout Germany than those of Trine. Even at the time of the War the German editions sold at the rate of 40,000 copies a year.

Lippincott's Practical Book Series

IMPORTANT works in literature are sometimes started by seemingly irrelevant things. Mr. Holloway of the Lippincott Company having decided to move his establishment from his house to an apartment, naturally wished to make the rooms as tasteful and attractive as possible. In order to supplement his already thorough knowledge of the subject he examined several current works on interior decoration and was disgusted at the difficulty of getting the information he wanted. The information was there but not presented in a practical manner so that the layman could get it without trouble. The result was the publication in 1911 of "The Practical Book of Oriental Rugs" by G. Griffin Lewis, the first of twelve volumes on different phases of interior decoration and home beautifying. The idea of the rug book was to give the reader an expert's advice on rugs in a manner that would be useful and handy to him. It was prettily bound, boxed and illustrated. The success of this volume led to the eleven others patterned after it, successively on the subjects of Period Furniture, American Antiques, Architecture, Interior Decoration, Furnishing the Small House and Apartment, Outdoor Flowers, Tapestries, Chinaware, Learning Decoration and Furniture, Decorative Wall Treatments. The latest volume, the Practical Book of Italian, Spanish and Portuguese Furniture was published in 1927. Experts such as Abbot McClure, C. Matlack Price, Harold Donaldson Eberlein, Richardson Wright, George Leland Hunter, Roger W. Ramsdell, Nancy McClelland and Edward Stratton Holloway have contributed to the Series.

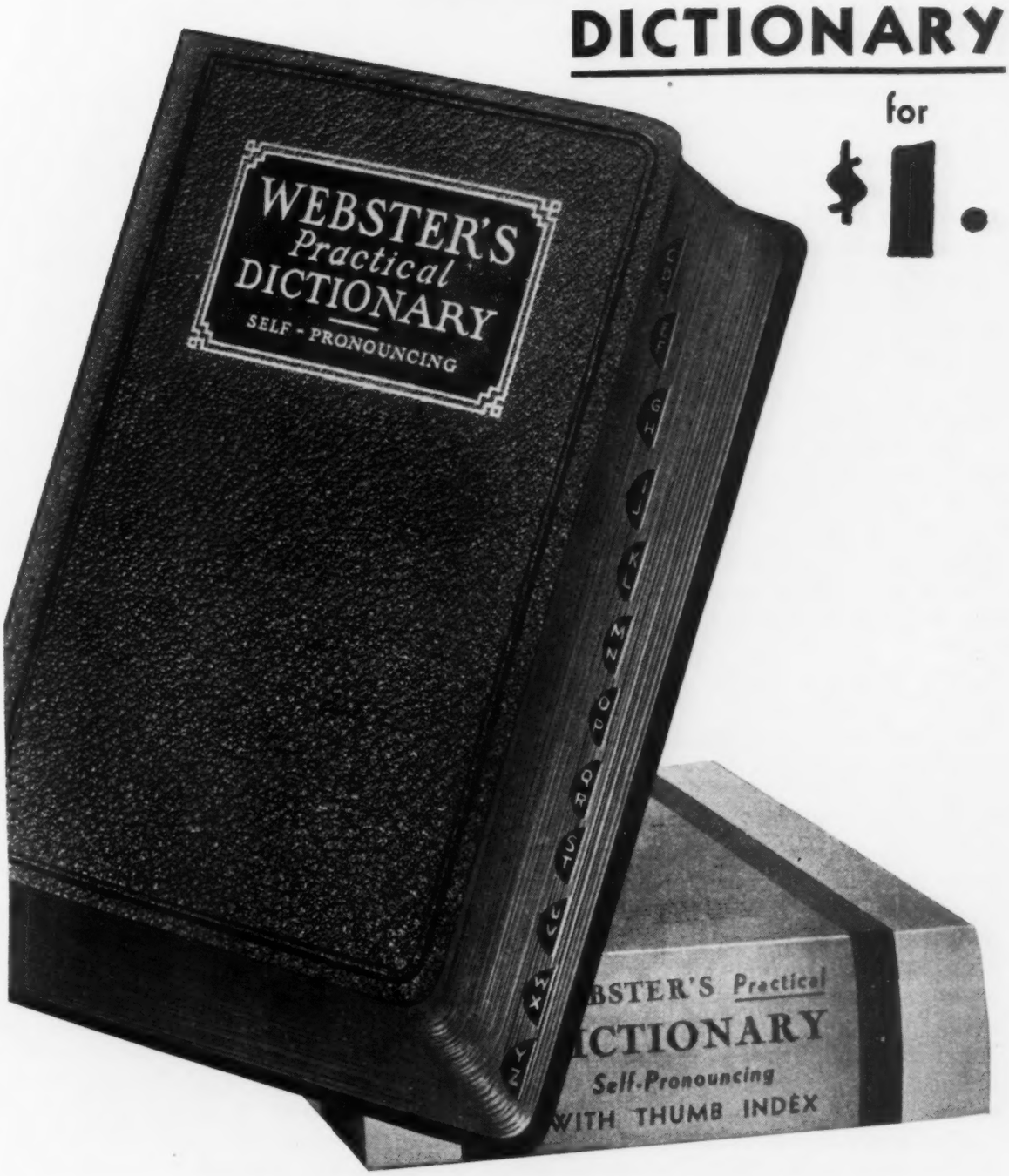
Roget Remade

EDITION after edition of Roget's famous "Thesaurus" has been published during almost three generations. Now comes a Roget in a new form, "The Roget Dictionary," to be published in March by G. P. Putnam's Sons. In this new work C. O. Sylvester Mawson, editor of the "Thesaurus," has solved a difficulty which exists in the old "Thesaurus." Since the form of the "Thesaurus" consists of a classification according to ideas, followed by a colossal index, the time required to find a word somewhat discounts the general excellence of the volume. It is always necessary to look in two places: the index and the category. In the new Roget Dictionary, however, every meaning is covered under one head. It is a true dictionary of words and their synonyms and contains more synonyms than any previous edition of Roget. The old Roget lists are modernized, refurbished and rearranged.

New Handy Volume Series

THE manufacture of new editions of standard classics is always a special problem for the bookmaker, and William Collins Sons & Company have been restudying this problem in their series called "Masterpieces of Literature," of which some seventy-five titles from their list are now ready in a new format. The size is 6 x 4, a format which they have made familiar, the binding is a leatherette, pleasant to the fingers and with a new gilt design on the back, dark blue in color with a dark blue stained top. In order to keep the binding fresh, when on display, Collins is using a cellophane jacket and a strongly made blue slip-case box. Each volume has a bookmark. Among the first books to be ready are "Madame Bovary," "Thais," "The Crime of Sylvestre Bonnard," Pepy's Diary, Emerson's Essays, Burns' poems, Tolstoy's "The Kreutzer Sonata," Sheridan's plays, to mention but a few.

AND NOW A BRAND SPANKING NEW GROSSET & DUNLAP DICTIONARY for $1.



Another Proof of G & D Dollar Value

Our travelers are now on their way to see you with what we believe to be the finest Dollar Dictionary—both in appearance and in contents—in the market. It is brand, spanking new, and up-to-date in every department. Appendix contains new 1930 Census for U. S. and many unusual and valuable features. Completely indexed. A choice in color of binding.

It will pay you to examine this beautiful book before placing your Dollar Dictionary order—especially in view of the attractive price schedules we are offering.

GROSSET & DUNLAP, Publishers

How A. L. A. Promotes Book Sales

Among the Recent Activities of the American Library Association in Promoting Books Are Experiments With Reading Lists in Connection With Nation-wide Broadcasting

ADJUSTING books to their probable readers is a leading factor in the sale of books today, according to R. L. Duffus in "Books: Their Place in a Democracy." How the American Library Association is aiding in this adjustment, through carefully planned book lists, buying guides for libraries, and reading courses in which specific books are recommended, is shown in a recent survey made by a member of the American Library Association Headquarters staff.

The Reading With a Purpose Series has been an agency for the sale of books since 1926, with 687,439 copies distributed (through August 31, 1930) recommending 346 books of 75 publishers. On publication of each course many libraries buy all the books and some buy as many as ten duplicate copies. Replacements due to increased use, and sales to individuals, also result. The preface to each booklet reads: "The books should be available in any general library *or may be obtained in any good bookstore.*"

Through *The Booklist,* whose monthly circulation is 6500, the A.L.A. reaches not only libraries and schools, but many other groups and individuals. About 200 new books are described in each issue of this book buying guide, which differs from other book reviewing media in that it expresses the judgment of between 50 and 75 librarians and specialists rather than the opinion of one editor or a small group of editors.

Books are listed under more than 300 subject headings in "One Thousand Useful Books," a cent A.L.A. publication, which serves as a buying list for libraries and as a reading guide for individuals. The list represents six months' work by the staff of the Detroit Public Library in selecting, comparing and checking the vast output of recent books. The descriptive notes frequently include one or more additional titles, with the publisher's name and publication price listed for each entry.

To assist college libraries in the selection of books for their growing collections, the A.L.A. is issuing shortly two publications, the "Junior College Book List" and "A List of Books for College Libraries." About 4,000 titles are recommended in the junior college list which, as the first of its kind, will be used as a basis for ordering by many of the 275 junior colleges. The 12,000 titles in the "List of Books for College Libraries" which is being issued in cooperation with the Carnegie Corporation, are expected to suggest to many colleges the need for more books, whether these or others. The list may also suggest to standardizing associations the raising of minimum requirements above the present (generally prevailing) standard of 8,000 volumes for a college library.

Such titles as "Readable Books in Many Subjects," "The Parent's Book Shelf, "A Girl's Book List," "A Boy's Book List," "As Readable as Fiction," "Gifts for Children's Book Shelves," "Index to Plays," indicate the variety of reading recommended in other of the Association's book lists.

Grants for library work, frequently made upon the advice of the Association, have proved a strong stimulus to book buying. The Carnegie Corporation has made grants during the past two years totaling $460,000 for the purchase of books for college libraries. Of the $500,000 set aside by the Rosenwald Fund in 1929 for the development of library service in the South, it is estimated that *from one-fifth to one-third has been spent for the purchase of books.*

In a recent report on the Rosenwald Fund activities, Clark Foreman (southern representative) stated that $60,600 had been appropriated to 38 Negro colleges and state normal schools as one-third of the cost of the purchase of $182,000 worth of books carefully selected under the direction of trained librarians. In three years the Fund has added 774 school libraries in 467

counties of fifteen states at a total cost of $93,188, one-third of which was contributed by the Fund plus transportation charges and expenses of state librarians to visit and check these libraries.

In Louisiana three parish "demonstrations" part of a state library project financed by the Carnegie Corporation through the League of Library Commissions, have helped to convince the state of the value of library service. In one of these parishes a new library of 4,000 volumes was founded; in the others, existing libraries were assisted to expand and various branches and stations were established. Another demonstration is being carried forward in British Columbia, on recommendation of the A.L.A. with a grant of $100,000 from the Carnegie Corporation, in which rural public library service, comparable to that of the county library, is being administered in one of the large provinces.

"Publishers and booksellers, as well as librarians, are affected by these demonstrations," R. L. Duffus points out. "People who will borrow books from libraries can also be induced, though naturally in smaller number, to buy them."

Experiments with reading lists in connection with nation-wide broadcasting are being conducted by the A.L.A. Board on the Library and Adult Education. Weekly lists are now being prepared for the Voters' Service Programs of the National League of Women Voters and mailed to 260 libraries within the area of the broadcast. Reading courses and book lists are being promoted also by an advisory cooperating committee of librarians, which is working with colleges and universities for alumni education through reading.

Revised Historical Atlas

"A LITERARY & HISTORICAL ATLAS OF AMERICA," with Index, Gazeteer, etc., is now obtainable in a revised and enlarged edition in Everyman's Library, Dutton. The revision has been done by Samuel McKee, Jr., of Columbia University. The original work was the authorship of J. G. Bartholomew. The maps portray the expanding movements of new nations as two continents (the Americas) were wrestled from a wilderness.

New Edition of "The Outline of Literature"

PUTNAM'S have just brought out a new edition of John Drinkwater's "The Outline of Literature" which they originally published in three volumes at $4.50 each in 1923. This new edition is a small, thick compact book bound in bright blue dull-finish cloth and sells at $5.00. It is copiously illustrated with reproductions from famous works of art.

A. L. A. "Russian Literature"

NUMBER sixty-one of the American Library Assiciation *Reading With a Purpose Series,* deals with Russian Literature and contains several new features, not included in the former literature booklets. The volume has been prepared by Avrahm Yarmolinsky of the Slavonic division of the New York Public Librady. Dr. Yarmolinsky has prepared in addition to the usual historical sketch, that touches on the highlights of the national literature with the short list of recommended books, a list of "Books to Consult about Russian Literature and its Makers." Other new features are a list of Russian classics, other than those recommended in the course of reading: a list of inexpensive editions of the books listed and a detailed study outline "for groups of students wishing to study Russian literature and who need definite guidance in planning the subject to cover a specific number of meetings."

The books especially recommended by Dr. Yarmolinsky for his reading course are:

"Dead Souls," by Nikolay Gogol. Trans. by Constance Garnett. *Knopf.* $5.

"Oblomov," by Ivan Goncharov. Trans. by Natalie Duddington. *Macmillan.* $3.

"Fathers and Children," by Ivan Turgenev. Trans. by Constance Garnett. *Macmillan.* $2.

"War and Peace," by Leo Tolstoy. Trans. by Constance Garnett. *Dodd.* $3.

"Anna Karenina," by Leo Tolstoy. Trans. by Constance Garnett. (Rittenhouse Classics.) *Macrae Smith.* $2.

"The Brothers Karamazov," by Fyodor Dostoevsky. Trans. by Constance Garnett. *Macmillan.* $2.50.

The Weekly Record

Describes and Indexes the New Books of All Publishers in a Convenient Reference and Buying List for Bookstores and Libraries

POPULAR reprints are a feature of this Weekly Record. Seven new Blue Ribbon Books are listed under *Byrd, Casey, Fosdick, Seabury, Slosson, Stoddard* and *Thurber*. Additions to Grosset's new Universal Library appear under *Augustine, Ibsen, Poe, Thackeray* and *Whitman,* and new Novels of Distinction under *Bojer, Boyd, Bromfield.* The motion picture edition of "Trader *Horn*" also appears with a number of other volumes at 75 cents. One of the volumes in a new series, "Masters of Literature," popularly priced and neatly made at 75 cents, is *Flaubert's* "Madame Bovary." The Daugherty illustrated edition of "Uncle Tom's Cabin" is now issued at $1. See *Stowe.*

Simon & Schuster offer a new game book this week with "Mental Whoopee" by Jerome *Meyer.* The autobiography of the well-known American novelist, Mary Roberts *Rinehart* is ready. *"If,* or, History Rewritten" tells what might have happened if the Dutch had kept Manhattan, if Lee had won at Gettysburg, and other historical speculations in a symposium by some brilliant writers. A new census atlas of the world, based on 1930 figures, appears under the editorship of *Branom.* Another contract bridge book is written by Cortland *Fitzsimmons.*

"A Literary History of the American People" by Charles *Anghoff,* inclusive in purpose, is introduced with the first two volumes, which take the history up to 1815. Several other books of interest to literary-minded customers appear this week. "Innocence Abroad" contains interesting studies of many outstanding contemporary authors as the writer, Emily *Clark,* knew them during her work as editor of *The Reviewer.* "Christina Rossetti" is an addition to the "English Men of Letters Series," by *Stuart.* "The Polish Heritage of Joseph Conrad" by *Morf* is a new interpretation of the great writer.

"The Natives of England" by *Nevinson* and "American Types" by *Oppenheim* are two titles that might attract attention placed side by side on a counter, though the subject treatment is very different in the two books. Typical of America and a distinct contribution to the social study of southern Appalachian people is "Mountain Homespun" by *Goodrich.*

Special interests of customers may be attracted by a number of timely new books: "Tape Reading and Market Tactics" by *Neil;* "University Education for Business" listed under *Bossard;* "Case Studies of Unemployment," edited by *Elderton;* "Preparing for Aviation" by *Finch;* "The Meaning of the Cross" by *Coffin;* a study of the art of the Near and Middle East by *Grousset,* the first volume in a four-volume work, "The Civilizations of the East"; a revised edition of *Underhill's* "Mysticism"; "American Alpines in the Garden" by *McCully.*

THIS list aims to be a complete and accurate record of American book publication. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place, not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from the title-page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case the word "apply" is used. When not specified the binding is "cloth."

Imprint date or copyright date is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

The Weekly Record of March 14, 1931

Acland, Peregrine
All else is folly; a tale of war and passion; preface by Ford Madox Ford. 358p. D (Popular copyrights) [c.'29] N. Y., [Grosset] 75 c.

Adams, Herbert
Queen's mate. 320p. D c. Phil., Lippincott $2
Hugh Garrick was entrusted with a dangerous mission to perform in the Balkan state of Hiltoros and thereby found adventure and romance.

Aikin, J. Alex
Economic power for Canada. 265p. (bibl. footnotes) D c. Toronto, Ont., Macmillan $2
A plan for national industrial development of all parts of Canada.

Allingham, Margery
The Gyrth chalice mystery; an Albert Campion detective story. 321p. front. (map) D (Crime club) [c.'31] Garden City, N. Y., Doubleday, Doran $1
The Crime Club selection for March.

Angoff, Charles
A literary history of the American people; vs. 1 and 2. 424p.; 426p. (bibl. footnotes) O c. N. Y., Knopf $5, ea.
The first two volumes of a four volume history of the literature and reading of the American people, in which the author plans to deal with every writer of any merit and to make as exhaustive and detailed as possible. These volumes cover the years from 1607 to 1815.

Armand, René
The Second Republic and Napoleon III; tr. by E. F. Buckley. 442p. (bibl. note) O (Nat'l hist. of France ser., v. 9) '30 N. Y., Putnam $4.50
A history of France during the dramatic years from 1848 to 1870.

Ashmun, Margaret Eliza
The Singing Swan; preface by Frederick A. Pottle. 312p. (bibl. footnotes) il. D (Henry L. Johnson Memorial Fund) c. New Haven, Conn., Yale $3.50
An account of the poetess Anna Seward and her acquaintance with Dr. Johnson, Boswell, Scott, Coleridge, Southey and other 18th century literary figures.

Augustine, Saint, bp. of Hippo
The confessions of St. Augustine. 364p. O (Universal lib.) [n.d.] N. Y., Grosset $1

Austen, Jane
Persuasion; introd. by Forest Reid. 306p. T (World's classics, no. 356) '30 N. Y., Oxford 80 c.

Baker, Florence M.
The teaching of French. 304p. (bibls.) diagrs. D (Riverside textbks. in educ.) [c.'31] Bost., Houghton $2
A guide to classroom procedure during the first and second year courses in high school or college.

Baker, Howard
Orange valley. 344p. D [c.'31] N. Y., Coward-McCann $2
The story of a modern family who migrated from the East to seek a new life in the fruit-growing region of California.

Barbour, Ralph Henry [Richard Stillman Powell, pseud.]
Danby's error. 239p. front. D c. N. Y., Cosmopolitan $1.50
A school baseball story for boys.

Barry, Philip
Tomorrow and tomorrow; a play. 173p. D c. N. Y., S. French $2
A current dramatic success in New York.

Bartlett, Philip A.
The Cliff Island mystery. 248p. il. D (Roy Stover stories) [c.'30] Newark, N. J., Barse & Co. $1

Baudelaire, Charles Pierre
Intimate journals. 140p. D (Blackamore Press) '30 N. Y., Random House $6.50

Bell, William Cosby, D. D.
The making of man; the Bishop Paddock lectures 1929-30. 277p. D c. N. Y., Macmillan $2
Christianity as restoring the needed balance between discipline and the fulfillment and release of ordinary human nature.

Bennett, Charles Andrew Armstrong
A philosophical study of mysticism; an essay; new preface by Rufus M. Jones. 207p. (bibl. footnotes) O (Amasa Stone Mather Found pub'n.) [c.'23] New Haven, Conn., Yale $2.50

Bizzell, Minnie I.
Essentials of English grammar. 199p. il. (pt. col.), diagrs. D [c.'30] Dallas, Tex., Banks Upshaw & Co., 707 Browder St. $1.20

Bland, Edith Nesbit [Mrs. Hubert Bland]
The new treasure seekers; preface by Christopher Morley. 293p. il. D [n. d.] N. Y., Coward-McCann $1.50
The treasure seekers; preface by Christopher Morley. 209p. il. D [n. d.] N. Y., Coward-McCann $1.50
The Wouldbegoods; preface by Christopher Morley. 309p. il. D [n. d.] N. Y., Coward-McCann $1.50
These three books about the Bastable children were previously published in one volume.

Bojer, Johan
The new temple; tr. by C. Archer. 341p. D (Novels of distinction) [c.'28] [N. Y.] Grosset $1

Anderson, Robert J.
Secondary aluminum. 550p. (bibl.) il., map O '31 Cleveland, Sherwood Press, Box 2617, Lakewood Branch $10, bxd.

Bailey, J. O., and others
Supplementary exercises for use in English courses for engineers. 140p. O '31 N. Y., Wiley pap., 90 c.

Balbuena, Bernardo de
La grandeza Mexicana de Bernardo de Balbuena; ed. by John Van Horne. 176p. (bibl. footnotes) il. Q (Univ. of Ill. studies in lang. and lit., v. 15, no. 3) '30 Urbana, Ill., Univ. of Ill. Press pap., $1.50

Bolitho, William, pseud. [William B. Ryall]
Overture—1920; a play; foreword by Gabriel Beer-Hoffman. 145p. front. (por.) D '31, c. '30, '31 N. Y., Simon & Schuster $2.50
The scene of this posthumous play produced in New York last fall is a post-war German town.

Bossard, James Herbert Siward, and Dewhurst, James Frederic
University education for business. 590p. (bibl. footnotes) O c. Phil., Univ. of Pa. Press $5
A study of existing needs and practices.

Bowra, C. M.
Tradition and design in the Iliad. 288p. O '30 N. Y., Oxford $4

Boyd, James
Marching on. 426p. D (Novels of distinction) [c. '27] N. Y., [Grosset] $1

Branom, Frederick Kenneth, ed.
New census atlas of the world; complete 1930 census. 260p. il., maps (col.) F [c. '31] Chic., Reilly & Lee buck. $3.50

Bridges, Robert
The testament of beauty; new and rev. ed. 175p. O '30 N. Y., Oxford $3.50

Bromfield, Louis
Awake and rehearse. 349p. D (Novels of distinction) [c.'25-29] [N. Y.] Grosset $1

Broster, Dorothy Kathleen
The gleam in the North; a sequel to The flight of the heron. 346p. il., maps D [n. d.] N. Y., Coward-McCann $2.50
A story for boys and girls laid in the time of Bonnie Prince Charlie.

Burnham, Helen
The murder of Lalla Lee, 274p. D (Scarlet thread mystery) c. N. Y., McBride $2
While the District Attorney and Wimble, the criminologist were waiting for Lalla Lee to give them some information, the ex-chorus girl was murdered.

Byrd, Richard Evelyn
Skyward; new introd. by the author. 373p. il. O [c. '28] N. Y., Blue Ribbon B'ks. $1

Callaghan, Morley
Strange fugitive. 264p. D (Popular copyrights) [c. '28] N. Y. [Grosset] 75 c.

Cambridge ancient history (The); v. of plates 3 by C. T. Seltman. 209p. il., diagrs. O '30 N. Y., Macmillan. $3.75
This book provides illustrations for volumes seven and eight of the Cambridge Ancient History, giving examples of Greek, Celtic, Iberian, Thracian, Bosporan and Carthaginian art.

Casey, Robert Joseph
Four faces of Siva; the detective story of a vanished race. 373p. front., diagrs. O [c. '29] N. Y., Blue Ribbon B'ks. $1

Chalmers, Stephen
The crime in Car 13. 293p. D (Popular copyrights) [c. '30] N. Y., Grosset 75 c.

Clapham, A. W.
English Romanesque architecture before the Conquest. 188p. il., diagrs. O '30 N. Y., Oxford $10.50

Clark, Emily
Innocence abroad. 270p. il. (pors.) O c. N. Y., Knopf $3
The editor of *The Reviewer,* a magazine which first appeared in Richmond, Virginia, in 1921, writes about her dealings with some of her distinguished contributors, James Branch Cabell, Ellen Glasgow, Joseph Hergesheimer, Carl Van Vechten, Elinor Wylie, Julia Peterkin, H. L. Mencken and others.

Clarke, Donald Henderson
Millie. 300p. D (Popular copyrights) [c. '30] N. Y., Grosset 75 c.

Coffin, Henry Sloane
The meaning of the Cross. 164p. D c. N. Y., Scribner $1.50
By the President of the faculty of the Union Theological Seminary.

Cole, Norman Brown, M.D., and Ernst, Clayton Holt
First aid for boys; a manual for Boy Scouts and for others interested in prompt help for the injured and the sick; rev. ed. 208p. il., diagrs. S '31, c. '17, '31 N. Y., Appleton $1.50

Cole, Rev. William
A journal of my journey to Paris in the year 1765; ed. by Francis Griffin Stokes. 442p. (bibl. footnotes) map O ['31] N. Y., Richard R. Smith $5
The diary, hitherto unpublished, which records the trip made by an 18th century English rector, William Cole, who was a life-long friend of Horace Walpole.

Cooper, Courtney Ryley
The challenge of the bush. 302p. D (Popular copyrights) [c. '29] [N. Y., Grosset] 75 c.

Crawley, C. W.
The question of Greek independence; a study of British policy in the Near East, 1821-1833. 281p. (9 p. bibl.) map O '30 [N. Y., Macmillan] buck., $5

Crozier, Joseph (Lieutenant Pierre Desgranges)
In the enemy's country; tr. by Forrest Wilson. 250p. front. (por.) O '31, c. '30, '31 N. Y., Knopf $3
The memoirs of a French spy during the World War, who was sent to Holland to direct a ruthless band of secret agents in Germany.

Curwood, James Oliver
Falkner of the Inland Seas; ed. by Dorothea A. Bryant. 301p. D [c. '05-'31] Ind., Bobbs-Merrill $2
A number of short stories about the adventurous career of Jim Falkner, a sailor on the Great Lakes, have been arranged into a consecutive narrative by the editor.

Clinton, Althea L., pseud. [Alta Lucretia Taylor] ed.
Wide-awake stories. 192p. il. (pt. col.) O [c. '30] Akron, O., Saalfield Pub. Co. bds., 50 c.

Contributions from the Jefferson Physical Laboratory; v. 20. 958p. O '31 Cambridge, Mass., Harvard $2.50

Cutler, James Elbert, and Davie, Maurice Rea
A study in professional education at Western Reserve University. 208p. il O '31 Cleveland, Western Reserve Univ. Press $1.50; pap., $1

Dane, George Ezra, and Dane, Beatrice J., eds.
Once there was and was not; adapted from the lore of Mossen Antoni Maria Alcover and Don Pablo Bosch y Roca; il. by Rhea Wells. 282p. il. (col. front.) D c. Garden City, N. Y., Doubleday, Doran $2
Tales and rhymes from Majorca retold for children.

De Haas, Arline
East Lynne; suggested by Mrs. Henry Wood's famous novel; il. with scenes from the photoplay. 265p. D (Popular copyrights) [c.'31] N. Y., Grosset 75 c.

Dennison, Henry S.
Organization engineering. 204p. D '31 N. Y., McGraw-Hill $2

Derrick, Samuel Melanchthon
Centennial history of South Carolina Railroad. 335p. il. O '30 Columbia, S. C., State Co. $5

Dormie, M. A.
Snobs. 266p. D c. N. Y., Appleton $2
Mollie Service goes to live in England with her English husband, and comes into conflict with the British temperament.

D'Orsay, Laurence R.
Writing novels to sell. 180p. D [c.'30] [Cin., Writer's Digest, 22 E. 12th St.] $2.50

Eden, Emily
Up the country; letters written to her sister from the upper provinces of India; introd. and notes by Edward Thompson. 426p. il. D '30 N. Y., Oxford $3

Edgerton, A. C.
A speech for every occasion. 457p. il. D [c.'31] N. Y., Noble & Noble $2
New speeches, arranged under topical heads, based on the suggestions for needed material submitted by 300 libraries.

Eifrig, Charles William Gustave
Reptiles, amphibians and fishes. 257p. (bibl.) il. D (Our great outdoors) [c.'30] Chic., Rand, McNally $1.28

Elderton, Marion
Case studies of unemployment; introd. by Helen Hall; foreword by Paul U. Kellogg. 468p. O (Research studies, no. 12) c. Phil., Univ. of Pa. Press $3
These graphic records of the conditions of one hundred and fifty American families whose breadwinners were among the unemployed have been compiled by the Unemployment Committee of the National Federation of Settlements.

Elizabeth, pseud. [Mary Annette Beauchamp Russell, countess]
Expiation. 362p. D (Popular copyrights) [c.'28,'29] [N. Y., Grosset] 75 c.

Evennett, H. Autram
The Cardinal of Lorraine and the Council of Trent; a study in the Counter-Reformation. 553p. (11p. bibl.) O '30 [N. Y., Macmillan] $8.50

Ferguson, John Alexander
Murder on the marsh. 303p. D (Popular copyrights) [c.'30] N. Y. [Grosset] 75 c.

Finch, Lieutenant Volney C.
Preparing for aviation; an introductory course. 465p. (bibls.) il., diagrs. O c. N. Y., Simmons-Boardman $4
For senior high schools, junior colleges and aviation ground schools.

Fitzsimmons, Cortland
Contract bridge; for the beginner and the average player. 63p. D c. N. Y., McBride $1

Flaubert, Gustave
Madame Bovary; tr. by Henry Blanchamp. 246p. front. (por.) T (Masterpieces of lit.) [n.d.] [N. Y., Wm. Collins Sons & Co.] flex. fab. 75 c. bxd.
One of the first volumes in a new series of the world's literary masterpieces.

Fosdick, Harry Emerson
Adventurous religion, and other essays. 326p. O [c.'26] N. Y., Blue Ribbon B'ks. $1

Franklyn, Irwin R.
Knights of the cockpit. 318p. D c. N. Y., Dial Press $2
A romantic epic of the flying marines in Haiti.

Freuchen, Peter
Eskimo; tr. by A. Paul Maerker-Branden and, Elsa Branden [foreword by Rockwell Kent]. 511p. front. O [c.'31] N. Y., Liveright $3
A novel about Eskimo life, written by a Danish author who lived for many years on the northwest coast of Greenland and married an Eskimo woman.

Ganpat, pseud. [Martin Louis Alan Gompertz]
The three R's. 317p. D (Crime club) [c.'30,'31] Garden City, N. Y., Doubleday, Doran $1
France and England are the scenes of the crimes of the three R's, who made only one mistake.

Garrett, William A.
From dusk till dawn. 333p. D (Popular copyrights) [c.'29] N. Y., Grosset 75 c.

De Busk, Burchard Woodson, and Leighton, Ralph Waldo
A study of pupil achievement and attendant problems. 38p. diagrs. O (Educ. ser., v. 2, no. 6) '31 Eugene, Ore., Univ. of Ore. Press pap., 75 c.

Dehn, Edgar
Algebraic charts; for solving quadratic, cubic and biquadratic equations; a new mathematical tool for students, scientists and engineers. 14p. O '30 N. Y., Nomographic Press, 509 Fifth Ave $1; $1.50

Edmunds, Palmer D.
Edmunds common law forms of pleading and practice; 2 v. '31 Chic., Callaghan & Co. $25

Evans, Henry Ridgely
Cagliostro and his Egyptian rite of freemasonry [lim. ed.]. 97p. (bibl.) front. (por.) Q '30 N. Y., Masonic Bibliophiles, 35 W. 32nd St. bds., $5

Evans, John Henry
The heart of Mormonism. 541p. (bibl.) il. O '30 Salt Lake City, Deseret Bk. Co. $2.45

Ford, Louis R.
Practical marine Diesel engineering; 2nd ed., rev. and enl. 772p. il., diagrs. O '31, c.'25,'31 N. Y., Simmons-Boardman buck., $7

Frech, Philip von
Law books and their use; a manual of legal bibliography, legal research and brief making for lawyers and students; 5th ed. 745p. O [c.'30] Rochester, N. Y., Lawyers Cooperative Pub. Co., Aqueduct Bldg. $2

Gibran, Kahlil

The earth gods [il. by the author]. 40p. il. (pt. col.) O c. N. Y., Knopf $2.50

A philosophical poem about life and love by the author of "The Prophet."

Goodman, Daniel Carson

Sad sad lovers. 332p. D c. N. Y., Duffield $2.50

Stories of modern Americans in love, by the author of "Hagar Revelly."

Goodrich, Frances Louisa

Mountain homespun. 107p. il., diagrs. O (Amasa Stone Mather memorial pub'n fund) c. New Haven, Conn., Yale buck. $3

Detailed information on the way the people of the southern Appalachians make handwoven and tufted coverlets, with some stories of the people themselves.

Gribble, Leonard R.

The Grand Modena murder; an Inspector Slade detective story. 320p. D (Crime club) [c. '30, '31] Garden City, N. Y., Doubleday, Doran $1

The mystery of the murder of the wealthy Miles Cardruce in a London hotel.

Grimm, Jakob Ludwig Karl and Grimm, W. K.

Tales from the brothers Grimm. 180p. il. Q (Hazlewood b'ks.) '30 N. Y., Random House $16

Grousset, René

The civilizations of the East; [v. 1], The Near and Middle East; tr. by Catherine Alison Phillips. 404p. il. O '31, c. '29, '31 N. Y., Knopf $7.50

The first book in a four volume work on the evolution of Asiatic arts covers the prehistoric art of western Asia and the pre-Islamic art of Persia and the art of Arabia, Islamic Persia and Turkey. The author is Associate Conservator of the Musée Guimet.

Hammett, Dashiell

The Maltese falcon. 267p. D (Popular copyrights) [c. '29, '30] N. Y., Grosset 75 c.

Hazlitt, William

Selected essays of William Hazlitt; ed. by Geoffrey Keynes. 760p. D (Nonesuch Press) '30 N. Y., Random House buck. $3.50

Heinrich, H. W.

Industrial accident prevention; a scientific approach. 366p. il. D (McGraw-Hill insurance ser.) '31 N. Y., McGraw-Hill $4

Herring, Daniel Boone

Arise and walk, or, Jesus the man—Christ the God. 265p. S (Key lib.) [c. '30] Holyoke, Mass., Eliz. Towne Co. flex. fab. $1.50

Higginson, Harold Wynyard

The murder by the Arch; a novel. 289p. D [c. '31] N. Y., Crowell $2

Three young men attempt to discover who murdered the middle-aged woman who lived near them in Washington Square.

Hill, Mrs. Grace Livingston

Duskin. 304p. D (Popular copyrights) [c. '29] N. Y., Grosset 75 c.

Holton, Edith Austin

Yesterday's thrall; a novel. 313p. D [c. '31] N. Y., Crowell $2

Cape Cod in the early years of this century is the setting for Phyllis Withington's battles and escape to freedom from New England conservatism.

Homer

The works of Homer; v. 1. 300p. il. Q (Shakespeare Head Press) '30 N. Y., Random House half lea., $100, set

Horn, Alfred Aloysius, pseud. [Alfred Aloysius Smith]

Trader Horn; ed. by Ethelreda Lewis; il. with scenes from the photoplay. 310p. D (Popular copyrights) [c. '27] N. Y., Grosset 75 c.

Hoskin, George Clarence

Redstreak and Dickey; a story of a red timber squirrel family. 108p. il. D [c. '30] Mountain View, Cal., Pacific Press Pub. Ass'n. $1

Houdelette, Florence A. and Arey, Agnes

On the banks of the Quinobequin. 219p. il. (pt. col.) D '30 c. Bost., Bruce Humphries $3

A story of life in historic New England near the Charles River, which also contains many poems.

Hughes, Thomas Houghton

The new geography by grades; grade 8 B, Trade relations of the United States. 320p. il., maps (pt. col.), diagrs. D '30 c. N. Y., Hinds, Hayden & Eldredge $1.12

Ibsen, Henrik

Four plays; An enemy of the people, The wild duck, Hedda Gabler, The lady from the sea. 432p. O (Universal lib.) [n. d.] N. Y., Grosset $1

Grabau, Amadeus William

The Permian of Mongolia; a report on the Permian fauna of the Jisu Honquer limestone of Mongolia and its relation to the Permian of other parts of the world. 743p. (33p. bibl.) il., maps (pt. col.), diagrs. Q (Natural hist. of Central Asia, v. 4) c. N. Y., [Putnam] $10

Groom, William M.

Greatest Bible doctrines explained; for Bible study classes, missionary societies, prayer meetings, etc. 95p. O c. '30 Dallas, Tex., Bible Study Pub. Co., 5459 Willis St. 50 c.

Guy, P. L. O.

New light from Armageddon; second provisional report, 1927-29, on the excavations at Megiddo in Palestine; with a chapter on an inscribed scaraboid by W. E. Staples. 78p. (bibl. footnotes) il., maps O (Oriental Inst. communications, no. 9) [c. '31] Chic., Univ. of Chic. Press pap., $1

Ham, Arthur Harold, and Robinson, Leonard G.

A credit union primer; rev. by Rolf Nugent. 149p. O (Pamphlets, R L 42) '30 N. Y., Russell Sage Found. pap., 50 c.

Hand book for engineers and machine designers; 2nd ed. 148p. il. D '30 Buffalo, N. Y., Lumen Bearing Co., 197 Lathrop St. fab., $5

Haxthausen, Dr. H.

Cold in relation to skin diseases. 162p. il. [n.d.] N. Y., G. E. Stechert $5

Huddle, Rev. W. D., and Huddle, Lulu May

History of the descendants of John Hottel. 1184p. il. O '31 Strasburg, Va., Shenandoah Pub. House $7.50

If, or, History rewritten. 386p. O c. N. Y., Viking $3
Eleven distinguished writers, among whom are Philip Guedalla, G. K. Chesterton, Hendrik Willem Van Loon, André Maurois, Hilaire Belloc and Emil Ludwig, speculate on what might have been if certain historic events had "taken another turn."

'Into their company'; a book for a modern girl on love and marriage; introd. by Rev. C. C. Martindale. 109p. (bibl. footnotes) S '31 N. Y., P. J. Kenedy $1
For Catholic girls and young women.

Johnson, Allan Chester and Van Hoesen, Henry Bartlett
Papyri in the Princeton University collections. 146p. O (J. H. U. studies in archaeology, 10) '31 Balt., Johns Hopkins Press $7.50

Jorns, Auguste
The Quakers as pioneers in social work; tr. by Thomas Kite Brown. 269p. (bibl. note, bibl. footnotes) D c. N. Y., Macmillan $2
A survey of the varied directions in which the doctrines of Quakerism have been influencing social, economic and industrial life for the past two hundred and fifty years.

Kang, Younghill
The grass roof. 375p. O c. N. Y., Scribner $3
This story of a Korean youth, his ambition to be a poet thwarted by the seizure of his country by the Japanese, his journey to the West for its learning, is autobiographical.

Karsavina, Tamara [Mrs. Henry James Bruce]
Theatre street [cheaper ed.]. 356p. il. D [c. '31] N. Y., Dutton $3.75

Keen, Bernard A.
The physical properties of the soil. 386p. (18p. bibl.) il., diagrs. O (Rothamsted monographs on agri. science) '31 N. Y., Longmans $8

Klar, Walter Hughes and Dillaway, Theodore Milton
The appreciation of pictures. 115p. (bibl.) O '30 N. Y., Brown-Robertson Co., 424 Madison Ave. $1

Kotok, George Henry
Selected poems. 65p. il. D [c. '30] [Vineland, N. J., Frank Kotok] fab. $2.50

Lacretelle, Jacques de
A man's life (Amour nuptial); tr. by Edwin Granberry. 200p. D [c. '31] N. Y., Holt $2
This novel of marital relations was awarded the Grand Prize of the French Academy.

Lahee, Frederic H.
Field geology; new 3rd ed. 789p. il. '31 N. Y., McGraw-Hill flex. cl. $5

Leeds, Morris E., and Balderston, C. Canby
Wages; a means of testing their adequacy. 90p. (bibl.) diagrs. O (Research studies, no. 11) c. Phil., Univ. of Pa. Press $1.50
This case study of wages is based on the experience of a single company in a specialized industry from the years 1901 to 1929.

Lewis, Aaron L.
You [personal efficiency]. 183 p. il. D [c. '30] Balt., H. M. Rowe Co. $1.50

Liddell, H. G. and Scott, R., comps.
A Greek-English lexicon; new ed., rev. by H. S. Jones and R. McKenzie; pt. 5. 220p. F '31 N. Y., Oxford $3.50

Lighthall, William Douw
The person of evolution; the outer consciousness, the outer knowledge, the directive power. 216p. D [c. '30] Toronto, Ont., Macmillan $2
Reasoning along strictly scientific lines the author discloses evidence of a super-person in whose immortal personality every human shares.

Lindhorst, Will L.
A bag of tricks. 114p. il. D [c. '31] Chic., Reilly & Lee $1
Explanations of 114 tricks for the amateur magician.

Lloyd, Malcolm
A practical treatise on mapping and lettering; including the construction of the basic alphabets and the elements of map design. 66p. il., diagrs. Q [c. '30] Phil., P. Blakiston's flex. lea. $2.50

Lockridge, Ross F.
La Salle. 328p. il. D '31 Yonkers, N. Y. World B'k. $1.40

Lundegårdh, Henrik
Environment and plant development; tr. and ed. by Eric Ashby. 342p. (17p. bibl.) il., maps, diagrs. O '31 [N. Y., Longmans] $9.50
A textbook on the principles of experimental ecology.

Lundsford, Hugh, pseud.
Flying heels. 271p. D (Popular copyrights) [c. '29] N. Y., Grosset 75 c.

Lyon, W. E., ed.
The Pegasus book. 211p. il. (pt. col.) O ['31] N. Y., Richard R. Smith $7.50
Articles which review 1930 events in the world of horse-racing and its allied interests, chiefly in England.

Huddy, Xenophon P.
Encyclopedia of automobile law; being the law of automobiles; vs. 3-4: 9th ed., rev. and enl. 412p. O '31 Albany, N. Y., M. Bender fab., $60, set

Huffaker, C. L.
Teacher supply and demand in Oregon. 57p. (bibl. footnotes) O (Educ. ser., v. 2, no. 5) '31 Eugene, Ore., Univ. of Ore. Press pap., 75 c.

Hunt, Charles Clyde
Some thoughts on masonic symbolism. 235p. il. D '30 N. Y., Macoy Pub. & Masonic Supply Co. $2

Hutton, Samuel Ward, comp.
Worship and hymns for church and church school. 320p. (bibls.) il. O [c. '30] St. Louis, Bethany Press $1

Jones, J. D., D.D.
Pilate's three questions. 50p. S '31 N. Y., Richard R. Smith pap., apply

Lehmann, E. W., and Hanson, F. P.
Saving soil by use of mangum terraces [rev. ed.]. 20p. il., map, diagr. O (College of Agriculture and Agri. Exp. Sta., circular 290) ['24, '30] [Urbana, Ill.] Univ. of Ill. pap., apply

Leitch, James L.
The water exchanges of living cells; 1, The normal permeability of the eggs of some marine invertebrates. 12p. (bibl.) diagrs. Q (Univ. of Cal. pub'ns in zoology, v. 36, no. 7) '31 Berkeley, Cal., Univ. of Cal. Press pap., 25 c.

McCully, Anderson
American alpines in the garden. 262p. il. D c. N. Y., Macmillan $2.50
Information about the use and cultivation of alpine plants that can be found in the western mountain regions of the United States.

McEachren, Justin Wallace
From an old fogy's inglenook; the philosophy of an average fellow. 200p. front. (por.) D [c.'30] Chic., Lakeside Press $2

McGuire, Harry, comp.
Tales of rod and gun; a collection of the best American hunting and fishing stories. 233p. il. O c. N. Y., Macmillan $2.50
Stories by Rex Beach, Zane Grey, Stewart Edward White, Richard Halliburton, and many others, selected by the editor of *Outdoor Life*.

McIntyre, John Thomas
The museum murder. 307p. D (Popular copyrights) [c.'29] [N. Y., Grosset] 75 c.

McKee, Elmore McNeill, ed.
What can students believe? 144p. (bibl. footnotes) D c. N. Y., Richard R. Smith $1.60
A collection of ten sermons, by Henry Sloane Coffin, James Rowland Angell, Reinhold Niebuhr, Harry Emerson Fosdick and others, which have been delivered at Yale University Chapel during the past three years.

Mackenzie, Mrs. Orgill
Whitegates; stories and poems. 201p. D '31 N. Y., Coward-McCann $2.50
A first volume of stories and poems by a Scotswoman whose work is already known in England.

Magruder, Frank Abbott and Harvey, Lashley Grey
Our nation's government. 211p. (bibls.) il., maps Q c.'30 Boston, Allyn & Bacon $1

Mahony, Bertha E., and Whitney, Elinor, comps.
Contemporary illustrators of children's books. 143p. (bibls.) il. (pt. col.) Q '30 c. Bost., Bookshop for Boys & Girls, 270 Boylston St. $5
A who's who among contemporary illustrators of children's books in which the artists themselves talk about their work. This volume, which is intended to be the first in a series, also has articles on artists and influences of the past.

Manhood, H. A.
Gay agony. 380p. D c. N. Y., Viking $2.50
The story of an inhibited young man who was confronted with the primitive lusts and jealousies of a small English village.

Manning, Frederic
Scenes and portraits. 291p. D c. N. Y., Scribner $2.50
Stories and philosophic studies which portray many famous people from the beginning of time to the present.

Markham, Sydney Frank
A history of socialism. 336p. (bibl. footnotes) D '31 N. Y., Macmillan $2.75
A history of modern socialism, its principles, development and various phases, from its beginnings at the close of the 18th century to the present day.

Marquand, H. A.
The dynamics of industrial combination. 214p. (7p. bibl.) O '31 N. Y., Longmans $4.50
An examination of the motives which determine the act of industrial combination and a discussion of their connection with rationalism.

Marshall, Edison
The doctor of Lonesome River. 293p. D '31, c.'30, '31 N. Y., Cosmopolitan $2
A young surgeon goes to Alaska under an assumed name to get a new start in life, and finds bitter hardship and a girl who personifies the life and spirit of the Northland.

Mary Jutta, Sister
School discipline and character. 324p. D (Marquette monographs on educ., no. 6) [c.'30] Milwaukee, Bruce Pub. Co. $2

Mathewson, Stanley B., and others
Restriction of output among unorganized workers. 222p. O c. N. Y., Viking $3
The results of an industrial investigation which was conducted by the former Director of Personnel Administration at Antioch College.

[Mayol, Mrs. Lurline Bowles]
Billy Whiskers, stowaway. 152p. il. (pt. col.) O (Billy Whiskers ser., v. 32) [c.'30] Akron, O., Saalfield Pub. Co. $1.25

Mayor, Flora Macdonald
The squire's daughter. 304p. D [n.d.] N. Y., Coward-McCann $2.50
A novel of English country life in which Ron, the daughter of Sir Geoffrey De Lacey, finds herself caught between the beauty and quiet of the old family estate and the excitement and restlessness of post-war life.

Meredith, Aubert Lewis
Brands from the burning [mission work]. 234p. D [c.'30] [Fort Wayne, Ind., Glad Tidings Pub. Co.] $1.25

Meyer, Jerome S.
Mental whoopee; the party game book. O [n.d.] N. Y., Simon & Schuster $1.50 bxd.
Containing ten pads, each a new parlor game for testing guests' wits.

Mitchell, Ruth Comfort [Mrs. William Sanborn Young]
Water. 324p. D '31, c.'30, '31 N. Y., Appleton $2
A romance of the San Joaquin Valley in California where a young dairy rancher finds himself involved in a battle over irrigation.

Morf, Gustav
The Polish heritage of Joseph Conrad. 248p. (3p. bibl.) il. D [n.d.] N. Y., Richard R. Smith $2.50
A new interpretation of the works of the great English author who was Polish by birth.

Mowat, Robert Balmain
The Concert of Europe. 379p. (bibl. footnotes) O '30 [N. Y.] Macmillan $5
The international incidents dealt with collectively by the European powers between 1871 and 1914.

Malott, E. Orth
Forces affecting municipally owned electric plants in Wisconsin. 108p. (bibl. footnotes) diagrs. O (Studies in public utility economics, research monograph, no. 2) [c.'30] Chic. [Inst. for Economic Research, 337 E. Chicago Ave.] pap., $1.50

Miller, Clarence Altha
The legislative evolution of the Interstate Commerce Act. 540p. O '30 Wash., D. C., John Byrne & Co. fab., $7.50

Neale, Arthur, comp.

Detective stories for boys. 311p. D ['30] N. Y., Clode $1.50

Ten stories by William Le Queux, J. S. Fletcher, A. Conan Doyle, Cleveland Moffett and others.

Sea stories for boys. 330p. D ['30] N. Y., Clode $1.50

Seventeen stories.

Thrillers for boys. 313p. D ['30] N. Y., Clode $1.50

Twenty-one stories by H. G. Wells, Sax Rohmer, A. Conan Doyle, Louis Becke and other noted writers.

Neill, Humphrey B.

Tape reading and market tactics. 254p. diagrs. D [c.'31] N. Y., B. C. Forbes Pub. Co. $3

A discussion of the three steps essential to successful stock trading.

Nevinson, Henry Woodd

The natives of England. 277p. (bibl. note) il. O '31, c.'30, '31 N. Y., Knopf $3

An Englishman writes about the customs, manners and morals of the different classes of people in his country.

Nichols, Egbert Ray, ed.

Intercollegiate debates, v. 11; the year book of college debating. 363p. (bibls.) D [c.'31] N. Y., Noble & Noble $2.50

Niver, Harmon Bay

The new geography by grades; grade 7 A, Asia and Australia. 322p. il., maps (pt. col.) D c.'30 N. Y., Hinds, Hayden & Eldredge $1.12

Oemler, Mrs. Marie Conway

Sheaves; a comedy of manners. 398p. D (Popular copyrights) [c.'28] N. Y. [Grosset] 75 c.

Ogburn, Mrs. Dorothy

Ra-ta-plan-! 328p. D (Popular copyrights) [c.'30] N. Y., Grosset 75 c.

Oppenheim, James

American types; a preface to analytic psychology. 210p. D c. N. Y., Knopf $2.50

An interpretation of the work of the European psychologists, Freud, Adler and especially Jung, studied in regard to the American scene with an outline of American types and the physiognomy of the types.

Owen, Frank

Rare earth. 292p. D c. N. Y., Lantern Press $2

A novel of post-War effects chiefly on Scobee who was blinded.

Poe, Edgar Allan

Tales. 672p. O (Universal lib.) [n. d.] N. Y., Grosset $1

Pottle, Frederick A., and Pottle, Marian S.

The private papers of James Boswell, from Malahide Castle in the collection of Lt.-Colonel Ralph Heyward Isham; a catalogue; lim. ed. O '31 N. Y., Oxford bxd., $7.50

Poynter, Beulah

Murder on 47th Street. 314p. diagrs. D (Crime club) [c.'31] Garden City, N. Y., Doubleday, Doran $1

An incoming guest at the Carrington Hotel on 47th St. found a trunk in his supposedly empty room with a dead body of a young woman jammed inside —a woman whom all Broadway knew but who had registered as Mary Chester.

Rankin, Rev. Oliver Shaw

The origins of the festival of Hanukkah; the Jewish New-Age festival. 304p. (6p. bibl.) O '30 [N. Y., Scribner] $4.50

Reed, Meredith

The Glory Trail. 299p. D c. N. Y., Rae D. Henkle $2

The Glory Trail beckons Mary Malvern over her New Hampshire hills but duty ties her at home. But the little foundling, Peter Piper and the young surgeon Daniel Gordon bring new beauty into her life.

Rees, Rosemary Frances

Dear acquaintance. 316p. D (Popular copyrights) [n. d.] N. Y., Grosset 75 c.

Riesenberg, Felix

East side, west side. 415p. D (Popular copyrights) [c.'27] N. Y. [Grosset] 75 c.

Riggs, Lynn

Green grow the lilacs; a play. 174p. D '31, c.'30, '31 N. Y., S. French $2

An Oklahoma play which is a current success of the Theatre Guild in New York.

Rinehart, Mary Roberts [Mrs. Stanley Marshall Rinehart]

The door. 314p. D (Popular copyrights) [c.'30] N. Y. [Grosset] 75 c.

My story. 438p. il. O [c.'31] N. Y., Farrar & Rinehart $2.50

The autobiography of a popular author.

Robinson, David Moore

Excavations at Olynthus; pt. 3, The coins found at Olynthus. 129p. il. Q (J. H. U. studies in archaeology, 11) '31 Balt., Johns Hopkins Press $10

Mumford, H. W.

Some evidences of agricultural progress. 20p. O (College of Agriculture and Agri. Exp. Sta., circular 365) ['31] [Urbana, Ill.], Univ. of Ill. pap., apply

New album of floral designs. 139p. il. O c. N. Y., A. T. De La Mare fab., $2.65

Nicholson, Daniel

Laboratory medicine; a guide for students and practitioners. 443p. (bibl.) il., diagrs. O '30 Phil., Lea & Febiger $6

Petty, Edward C.

Developments in the petroleum industry as related to overproduction of crude oil. 32p. (bibl.) O (Univ. of Okla. business study) c. Norman, Okla., Univ. of Okla. Press pap., apply

Pollard, Marjorie

Learning to play field hockey. 74p. il., diagr. S (Spalding's athletic lib., no. 89 R) [c.'30] N. Y., Amer. Sports Pub. Co. pap., 25 c.

Post, Charles Asa

Doans Corners and the city four miles west. 210p. il. (pt. col.), maps O '30 Cleveland, Caxton Co., Caxton Bldg. $6

Raver, Paul Jerome

Economics of paved track design and construction. 62p. (2p. bibl.) il., diagrs. Q (Studies in public utility economics, research monograph, no. 3) [c.'30] Chic. [Inst. for Economic Research, 337 E. Chicago Ave.] pap., $1.50

Rogers, Charles Elkins
Journalistic vocations. 365p. (8p. bibl.) map, diagrs. D c. N. Y., Appleton $2.50
A beginner's guide to editorial work, advertising, circulation,, free lance writing, publicity, and related fields.

Romanoff, Panteleimon
Three pairs of silk stockings; tr. by Leonide Zarine; ed. by Stephen Graham. 352 p. D c. N. Y., Scribner $2.50
A novel of the life of the educated class under the Soviet.

Ruth, Babe [George Herman Ruth]
How to play baseball. 133p. il. D '31, c.'30, '31 N. Y., Cosmopolitan 75 c.
The famous baseball player gives instructions about all sides of the game and shows the professional manner of play.

Rutherford, Mark
Pages from a journal, with other papers. 350p. T (World's classics, no. 358) '31 N. Y., Oxford 80 c.

Santayana, George
The genteel tradition at bay. 74p. D c. N. Y., Scribner $1.25
A distinguished philosopher defines the new humanism.

Scot, Reginald
Discoverie of witchcraft. F (John Rodker) '30 N. Y., Random House $15

Seabrook, Katie [Mrs. W. B. Seabrook]
Gao of the Ivory Coast. 121p. il. (col. front.) O [c.'31] N. Y., Coward-McCann $2
The story of an African boy told for children.

Seabury, David
Unmasking our minds. 429p. (4p. bibl.) O [c.'24] N. Y., Blue Ribbon B'ks. $1

Seligman, Charles Gabriel
Races of Africa. 256p. (3p. bibl.) diagrs. S (Home univ. lib. 140) ['30] N. Y., Holt $1.25
By a professor of ethnology in the University of London.

Shaw, Alice Jacqueline
The children of Nazareth, and other poems. 59p. D [c.'30] Bost. [Bruce Humphries] bds. $2.50

Shaw, George Bernard
Karl Marx. 200p. D '30 N. Y., Random House $10, bxd.

Slosson, Edwin Emery, ed.
Keeping up with science; notes on recent progress in the various sciences for unscientific readers. 367p. il., diagrs. O [c.'24] N. Y., Blue Ribbon B'ks. $1

Smith, C. Harold
The highway to success. 160p. S c. N. Y., Appleton $1.50
A guide to business success, with many illustrations from the author's personal experiences.

Smith, Edwin S., and others
Reducing seasonal unemployment; the experience of American manufacturing concerns. 296p. O '31 N. Y., McGraw-Hill $3

Smith, S. Stephenson
The craft of the critic. 414p. O [c.'31] N. Y., Crowell $3
A manual of technique and information on book and play reviewing.

Steen, Marguerite
They that go down in ships. 396p. D c. N. Y., Cosmopolitan $2
A romance of the early 19th century when England was menaced by Napoleon's navy.

Steinhauer, Gustav
Steinhauer, the Kaiser's master spy; the story as told by himself; ed. by S. T. Felstead. 366p. il. O '31 N. Y., Appleton $4
These exploits of an international spy also contain an intimate picture of the ex-Kaiser.

Stewart, George
Jesus as a friend. 165p. D c. N. Y., Richard R. Smith $1.50
A study of the character of Jesus as disclosed by his various friendships, with Peter, Thomas, the Thief on the Cross and others.

Stewart, James Douglas
The English catalogue of books for 1930. 411p. O '31 [N. Y., R. R. Bowker Co.] $4.50
A detailed, alphabetical list, giving under author and title all the books issued in the United Kingdom during the past year.

Stoddard, Theodore Lothrop
The rising tide of color, against white world-supremacy. 352p. O [c.'20] N. Y., Blue Ribbon B'ks. $1

Stowe, Mrs. Harriet Elizabeth Beecher
Uncle Tom's cabin; il. by James Daugherty [new popular ed.] 446p. D [c.'29] N. Y., Coward-McCann $1

Strickland, Sir Walter William, 9th bart.
Four scientific essays. 152p. il., diagrs. D '31 N. Y., B. Westermann $1.50
Scientific studies on Attis spiders, phyllotaxis and composite flowers, sand and fungi.

Pagans and Christians, or, The black spot in the East; an open letter to Lady Arthur Somerset. 148p. D '31 N. Y., B. Westermann $2
A condemnation of European rule in Eastern colonies.

Strong, Benjamin
Interpretations of Federal Reserve policy, in the speeches and writings of Benjamin Strong; ed. by W. Randolph Burgess. 343p. '30 N. Y., Harper $4

Rutherford, Joseph F.
Crimes and calamities; the cause, the remedy. 64p. il. D c. '30 B'klyn, N. Y., Internat'l Bible Students Ass'n pap., 10 c.

Short, Marion
Nobody's home; a comedy in three acts. 105p. diagr. D (French's internat'l copyrighted ed., no. 695) c. '31 N. Y., S. French pap., 30 c.

Slater, C. S., and Byers, H. G.
A laboratory study of the field percolation rates of coils. 24p. (bibl.) il. O (U. S. Dept. of Agri., technical bull. no. 232) '31 Wash., D. C., Gov't Pr. Off.; Supt. of Doc. pap., 5 c.

Soper, Wayne W., and Baer, Joseph A.
A study of the clerical duties of district superintendents of New York State. 44p. O (Univ. of N. Y. State bull. no. 962) '30 Albany, N. Y., Univ. of State of N. Y. Press pap., apply

Stuart, Dorothy Margaret
Christina Rossetti. 208p. D (English men of letters, new ser.) '30 [N. Y.] Macmillan $1.50
A study of the life and works of this English woman poet of the 19th century.

Stutsman, Rachel D.
Mental measurement of pre-school children. 380p. il. D '31 Yonkers, N. Y. World B'k. $2.20

Takenobu, Yoshitaro
The Japan year book; complete cyclopaedia of general information and statistics on Japan and Japanese territories for the year 1931. 724p. (22p. bibl.) maps O '31 [N. Y. Dixie Business Bk. Shop, 81 Nassau St.] $10

Tardy, William Thomas
Second Spanish reader. 193p. il., map D [c.'30] Dallas, Tex., Banks Upshaw & Co., 707 Browder St. $1.12

Thackeray, William Makepeace
The history of Henry Esmond, Esq. 569p. O (Universal lib.) [n. d.] N. Y., Grosset $1

Thompson, Homer C.
Vegetable crops; new 2nd ed. 560p. il. O (McGraw-Hill pub'ns. in agricultural and botanical sciences) '31 N. Y., McGraw-Hill $5

Thurber, James and White, Elwyn Brooks
Is sex necessary? or, Why you feel the way you do. 226p. il. O [c.'29] N. Y., Blue Ribbon B'ks. $1

Tilby, A. Wyatt
Lord John Russell; a study in civil and religious liberty. 301p. il. O '31 N. Y., Richard R. Smith $5
A biography of a Victorian Prime Minister, father of the Reform Bill.

Todd, Constance L.
Easier motherhood; a discussion of the abolition of needless pain. 226p. (11p. bibl.) D [c.'31] N. Y., John Day $2
About a method of pain relief in childbirth known as the Gwathmey technic of colonic analgesia, which has been used successfully at the New York Lying-In Hospital and others. The book is written in non-medical terms by a lay research-student.

Towne, Charles Hanson
This New York of mine. 301p. il. O c. N. Y., Cosmopolitan bds. $3
New York, past and present, the changes the author, a noted editor and novelist, has seen during the last fifty years.

Toynbee, Arnold Joseph
A journey to China, or, Things which are seen. 351p. map O ['31] N. Y., Richard R. Smith $5
A travel diary of a trip from London to Tokio made by motor most of the way.

Trollope, Anthony
The Eustace diamonds. 614p. T (World's classics, no. 357) '31 N. Y., Oxford 80 c.

Turner, Beatrice C.
Federal fund market. 107p. D '31 N. Y., Prentice-Hall $1.25

Underhill, Evelyn [Mrs. Stuart Moore]
Mysticism; a study in the nature and development of man's spiritual consciousness; rev. ed. 533p. (28p. bibl.) O [n. d.] N. Y., Dutton $5

Vickland, William, comp.
The Little Brown Church of the Air; sermon stories. 188p. D [c.'31] Chic., Reilly & Lee bds. $1
Sermon stories by Archibald Rutledge, Edgar A. Guest, Lyof Tolstoy and others, which have been broadcast over WLS, Chicago, arranged by the lay minister of the program.

Vincent, Boyd
The Pastoral Epistles for today; a handbook for students and clergymen. 197p. (bibl. notes) front. (map) D [c.'31] Milwaukee, Morehouse Pub. Co. $2.50
Notes on the Epistles to Timothy and Titus.

Virgil [Publius Virgilius Maro]
The Aeneid; ed. by J. W. Mackail. 620p. O '30 N. Y., Oxford $7

Walker, Horace Eaton
A little book of country rhymes. 152p. front. (por.) D '30 N. Y., W. Neale $2

Wallace, Edgar
White Face. 320p. D (Crime club) [c.'30, '31] Garden City, N. Y., Doubleday, Doran $1
A detective story about a mysterious bandit known as White Face who was terrorizing London.

Walsh, John William Tudor
The indexing of books and periodicals. 118p. (bibl. footnotes) D '31 N. Y., R. R. Bowker Co. $2
A guide to the general principles of correct indexing.

Warner. Margaret L. and Fortier, Marie Tricon
French for beginners; étudions en voyageant. 154p. (bibl.) il. D [c.'31] N. Y., Scribner $1

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Opus 7. 66p. D c. N. Y., Viking bds. $2
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Templeton, Robert Lyman, ed.
The high jump. 214p. il. S (Spalding track and field ser. of athletic textb'ks, no. 505 S) c. '30 N. Y., Amer. Sports Pub. Co. pap., 75 c.

Theobald, A. D.
Financial aspects of subdivision development. 92p. (bibl. footnotes) Q (Studies in land economics research monograph, no. 3) [c. '30] Chic., Inst. for Economic Research, 337 E. Chicago Ave. pap., $1.50

Turley, L. A., and others
"Jake paralysis." 57p. il. D '31, c. '30 Normal, Okla., Univ. of Okla. Press pap., apply

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Theory and electrical drive of the loom; being a mathematical treatise on loom action, together with indications of modern practice in electrical drive. 152p. (bibl.) front., diagrs. D '31 N. Y., Pitman $2.50

Wilson, Pearl Cleveland, ed.
Sunt lacrimae rerum; a Latin play, adapted from Vergil's Aeneid, bks. 1 and 4. 58p. Q [c. '30] Chic., Scott, Foresman pap., $1

Webb, R. F.

Simplified touch typewriting (comprehensive course). 223p. il. Q '31 N. Y., Prentice-Hall $1.60

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A college story for girls.

Week end book (The); new ed. 532p. il. D (Nonesuch Press) '30 N. Y., Random House $2.50

Whitfield, Raoul

Death in a Bowl. 266p. D '31, c.'30, '31 N. Y., Knopf $2
The clues to the murder of Hans Reiner, a famous maestro who was shot while conducting a concert in the Hollywood Bowl, led Ben Jardinn the detective into the studios of the moving picture world.

Whiting, C. E., D. D.

Studies in English Puritanism from the Restoration to the Revolution, 1660-1688. 600p. (7p. bibl.) il. O '31 N. Y., Macmillan $7.50

Whitman, Walt

Leaves of grass. 550p. O (Universal lib.) [n. d.] N. Y., Grosset $1

Whitney, Leon Fradley

Pigeon City. 227p. il. D c. N. Y., McBride $2
A story of three boys who raised homing pigeons. A Junior Literary Guild selection.

Winston, Sanford

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A statistical study.

Wissler, Willis

Business administration. 897p. O '31 N. Y., McGraw-Hill $5

Yarmolinsky, Avrahm

Russian literature. 56p. (bibls.) S (Reading with a purpose, no. 61) c. Chic., Amer. Lib. Ass'n. 50 c.; pap., 35 c.
A brief introduction to Russian literature and a guide to some representative books.

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Old and Rare Books

Frederick M. Hopkins

AMERICANA and historical autographs, comprising Dati's Italian metrical version of Columbus's First Letter, one of two known copies; the Trumbull-Silliman correspondence sold by order of G. W. F. Blanchfield; interesting letters by George Gissing and Bernard Shaw; literary letters from the collections of the late Professor Edward Sanford Burgess and Charles Eliot Norton; a complete musical manuscript by Handel; and important letters and documents by Washington, Franklin, Napoleon, Presidents, Signers, Passy Press productions, and other very rare material will be sold by the American Art Association Anderson Galleries Inc., on March 17. On March 25, in the same galleries, standard sets and desirable books from the libraries of Jane E. Andrews (Mrs. William Loring Andrews) of this city, with additions, will be sold. Rare and interesting items in this sale includes a copy of Andrew's "Bibliopegy in the United States and Kindred Subjects," a fine copy, with Sidney L. Smith's original pen-and-ink designs, each signed by the artist, several works with fore-edge paintings, and one with double fore-edge painting, the latter Robert Bloomfield's "Poems," London, 1845; an important Latin manuscript, "Horae Beatae Virginnis Mariae," written in bold black and red Gothic characters with many illuminated intials and borders, a French manuscript of the fifteenth century, a fine copy of the famous Nuremberg Chronicle, 1493; and a charming little prayer book, "Officium Beatae Virginnis Mariae," from the press of Nicolaus Jensen, 1475. In addition to rare modern first editions there are first editions of Keats in the original boards, of Kipling and of Thackeray. There are also several water colors of Kate Greenaway and Robert Seymour.

THE Chicago Book & Art Auctions, Inc., of Chicago, is making steady progress in reaching book buyers in the Central West. Its sale of February 19, comprising Americana, first editions, fine binding, autograph letters, also the H. G. Wells collection formed by the late Fred A. Chappell, of Chicago, was well attended and many bids were received by mail. A few of the items included a D. S. by Benjamin Franklin, 2 pp., folio, Feb. 22, 1788, $138; Their's "History of the French Revolution," translated by Frederick Shoberl, 10 vols., 8vo., levant, London, 1838, $150; Howells' "Rise of Silas Lapham," 8vo, cloth, Boston, 1885, $32.50; Peter Kalm's "Travels in North America," 3 vols., 8vo, old calf, Warrington, 1770, $57. Herndon's "Life of Lincoln," 3 vols., 12mo, cloth. New York and San Francisco, 1889, $80; McFee's "Casuals of the Sea," 12mo, cloth, London, 1916, $125; and Burk's "History of Virginia," 4 vols., 8vo,

contemporary calf, Petersburg, 1804-5-15, $87.50. On March 10 another sale will be held comprising rare English first editions, colored plate books, Americana and finely printed books from the special presses. This young auction house seems to be selling moderate priced books with considerable success.

IN a letter to a Toronto bibliographical authority, an engineer stationed in the extreme northern Canadian trading posts, has asked for assistance in appraising the value of the accumulated collections of hundreds of traders through a couple of centuries. It is believed that here are to be found first editions of Dr. Johnson, Goldsmith, Boswell's "Life of Johnson," first editions of Lord Byron, Scott, Dickens, Thackeray, and of other authors now in much demand. For two centuries traders have lived on Hudson Bay, many of them educated Englishmen of literary tastes. At every post small collections of books grew from books that came over in every ship from England, mainly current books of popular authors, with a sprinkling of the classics. At Albany and York posts, there are many shelves filled with books in good condition some of which are known to be rare and valuable. The engineer, who is something of a collector himself, is sure that many original editions of English authors of the eighteenth and nineteenth centuries are to be found here.

THE Southwest Press of Dallas, Texas, is publishing a book by John William Rogers, entitled "Finding Literature on Texas Plains." Included in it is a bibliography on life and literature in the Southwest, compiled by J. Frank Dobie, professor of English in the University of Texas. This bibliography is said to list virtually every important book dealing with various phases of Southwestern life and tradition, with an informal discussion of the present significance of each book. This is the first comprehensive bibliography on the Southwest since Raines' "Bibliography of Texas," which appeared in 1860 and is now so rare that stray copies of it are said to have brought as much as $300.

RICHARD LITTLE PURDY, Yale University, writes "I have been authorized by the literary executors of the late Thomas Hardy—Mrs. Hardy and Sydney C. Cockerell—to undertake the definitive bibliography of Mr. Hardy's work. Such a bibliography is in the truest sense a cooperative affair, and I beg the assistence of students and collectors. I shall be grateful for information as to the existence of letters of bibliographical importance, manuscripts and proof sheets, material relating to the contemporary illustrators of Mr. Hardy's novels, and presentation, annotated or corrected copies of his books, and glad if owners of these will communicate with me."

ONE hundred and fifty-five original letters, many written by historical personages, 1440-1483, known as "The Parson Letters," inlaid and bound by Sir John Fenn in the eighteenth century in three volumes, the property of the Hon. C. G. Pretyman, Orwell Park, Ipswich, will be sold on April 1, by Sotheby's, of London. On the same date the well-known collection of relics of Samuel Pepys, the property of the late John Pepys Cockerell, comprising works of art, pictures, books, letters, manuscripts and documents, will be sold in the same auction room. The interest in these sales is international, and lively competition is expected.

THE London *Times,* in a review of the two exhibitions of rare books held by the Rosenbach Company, that of incunabula in New York and mainly of rare first editions of English authors of various periods in Philadelphia, says that "each of these exhibitions indicates the very large amount of capital necessary to run a first class bookselling business; while the articles themselves could only have been brought together after years of patient gatherings in the salesroom and private collections in various parts of the world." It also declares that "probably no other firm of booksellers in the world could rival" these exhibitions.

THE Goethe National Museum in Weimar is to be enlarged, land adjoining the building having been purchased by the government for that purpose. Next year is the anniversary of the passing of the great German poet, and it is in connection with the observance that the museum is to be opened as a lasting tribute to his

memory. The classical little city of Weimar, ever loyal to Goethe traditions, has contributed generously and at some sacrifice toward the expenses of the memorial.

AN original manuscript of Dr. Albert Einstein, written painstakingly in German script, has been presented to Yale University by an unnamed donor. The manuscript, on three large sheets of parchment, is a summary of the present state of the Einstein theory of relativity. It is expected that it will repose in the rare manuscript department of the Sterling Memorial Library.

THE Library of Congress, wonderfully rich in manuscript material of American history, is constantly receiving gifts. Among recent acquisitions is a contribution by William Evarts Benjamin of the original manuscript of Jefferson's first "fair copy" of his draft of a Constitution for Virginia; this gift has been made the center of an exhibition of documents showing the genesis of the Declaration of Independence. Other gifts included forty letters written by Benjamin Harrison, twenty letters from John Randolph to Josiah Quincy, and an autograph album kept by Representative Thomas Burr Osborne, during the Twenty-sixth and Twenty-seventh Congresses.

A GIFT of $50,000 in memory of George Edward Woodberry has just been received from Harry Harkness Flagler of Millbrook, N. Y., to endow a poetry room in the Harvard Library. Here will be placed the books of the Morris Gray Foundation, the books left to the library by Mr. Woodberry himself, and the collection of Amy Lowell. The poetry room will be a memorial also to Mr. Gray and to Amy Lowell, the sister of President Lowell.

THE German Book Prices Current called "Jahrbuch der Bucherpreise" has just been published by Otto Harrassowitz of Leipzig price 30 marks. This is Volume 24 covering the year 1929. The book is one of 379 pages, indexing with brief descriptions about 6,000 books as they have appeared in the auction sales of Germany, Austria, Holland, Scandinavia and Czecho-Slovakia.

Auction Calendar

Tuesday afternoon, March 17th, at 2:15. Americana and historical autographs. (Items 272.) American Art Association, Anderson Galleries, Inc., 30 East 57th St., New York City.

Catalogs Received

Americana. (No. 81; Items 455.) Dauber & Pine Bookshops, Inc., 66 Fifth Ave., New York City.

Americana, early American travels and exploration, life and adventure on Western plains, Indians, California and the Northwest, the Southwest, railroads, local history, rare imprints, etc. (Items 247.) The Counting House, 13 T Wharf, Boston, Mass.

Americana, first editions of American and English authors, autographs. (No. 2; Items 532.) Barter, Maxwell & Co., 102 North Ave., Plainfield, N. J.

Americana, first and limited editions, religious and Occult books, etc. (No. 16; Items 1489.) Wyman C. Hill, 9 Haynes Court, Leominster, Mass.

Angling, fish and fishing. (No. B. 9; Items 166.) Francis Edwards, Ltd., 83, High St., Marylebone, London, W. 1, England.

Autographs. (No. 613; Items 500.) John Heise, 410 Onondaga Bank Bldg., Syracuse, N. Y.

Books and atlases. (Items 264.) The Market for Exchange, 88 Broad St., Boston, Mass.

Books old, rare, out of print, Americana, art, first editions, sport. (Items 984.) Academy Book Shop, 57 East 59th St., New York City.

Books on all subjects. (No. 297; Items 478.) Shepard Book Co., 408 South State St., Salt Lake City, Utah.

Books on botany, agriculture, gardening, also zoology, ornithology, entomology. (No. 9; Items 1506.) Henry Cork, 57 Queenswood Road, Forest Hill, London, S. E. 23, England.

Botany, gardening and agriculture. (List B 7; Items 181.) Francis Edwards, Ltd., 83, High St., Marylebone, London, W. 1, England.

Charles Dickens, 1812-70, first and collected editions, autograph letters, personal relics. (No. 103; Items 103.) Charles J. Sawyer, Ltd., 12 Grafton St., New Bond St., London, W. 1, England.

Choice old books, modern first editions. (No. 73; Items 406.) Dawson's Bookshop, 627 South Grand Ave., Los Angeles, Cal.

English literature, including first and early editions, association books, autograph letters, etc. (No. 360; Items 2217.) W. Heffer & Sons, Ltd., Cambridge, England.

Etchings and engravings by old masters. (Items 140.) Harlow, McDonald & Co., 667 Fifth Ave., New York City.

Fiction and miscellaneous books. H. R. Huntting Co., Springfield, Mass.

Fifteenth and twentieth century, including some peaks of science and literature in first editions, and a thirteenth century manuscript. (No. 55; Items 382.) International Antiquariaat, 364 Singel, Amsterdam, Holland.

Fine and applied arts and collecting, second-hand and new books. (Catalog of Dept. No. 17.) W. & G. Foyle, Ltd., 119 Charing Cross Road, London, W. C. 2, England.

First editions, Americana, art, color plate books, curiosa, sport, press books and general literature. (No. 33; Items 547.) Argosy Book Stores, Inc., 45 Fourth Ave., New York City.

First editions. (Items 472.) W. & G. Foyle, Ltd., 119 Charing Cross Road, London, W. C. 2, England.

First editions and rare books, mostly by American authors. Caspar, Krueger, Dory Co., 772 North Water St., Milwaukee, Wis.

First editions, association copies, fine bindings. (No. 375; Items 165.) G. A. Van Nosdall, Maple, Wis.

Juveniles. H. R. Huntting Co., Inc., Springfield, Mass.

Kentuckiana, Americana and modern first editions. (No. 3.) Wilderness Road Bookshop, 665 Fourth Ave., Louisville, Ky.

Lincoln and the Civil War Period. (No. 106; Items 389.) Tuttle Co., 11 Center St., Rutland, Vt.

Old medical books. (No. 13; Items 100.) R. Lier & Co., Via dei Bardi 32, Firenze, Italy.

Travels and topography, including books of local interest. (No. 17; Items 1453.) Marks & Co., 84 Charing Cross Road, London, W. C. 2.

Spring Book Index, 1931

Quarterly Announcement of New Publications, Listed by Author, Title and Series

Abbé, L'. Constantin. Halévy. $1.25 Univ. of Chicago

Abbot, Anthony. About the murder of the clergyman's mistress. $2 Covici, Friede

Abbott, Arthur L. National electric code handbook. McGraw-H.

Abbott, Edith. Social welfare and professional education. $2 Univ of Chicago

Abdullah, Achmed. Veiled woman. $2 Liveright

Abdullah, Achmed and Baldwin, Faith. Broadway interlude. (Copyright fiction) 75 c. Burt

Abercrombie, Townsley R. Architectural drawing for secondary schools. Bruce

Abingdon religious education monographs. *See* Hutchinson, Paul.

Abingdon religious education texts—college ser. Abingdon
New titles: Murphy, A. J. Education for world-mindedness, $2.50—Wood, W. C. Dramatic method in religious education, $3

Abingdon religious education texts—daily vacation church school ser. *See* Jenness, Mary.

About the murder of the clergyman's mistress. Abbot, A. $2 Covici, Friede

About 2 A. M. Coe, C. F. $2 Cosmopolitan Bk. Corp.

About Zionism. Einstein, A. $1.50 Macmillan

Above the dark tumult. Walpole, H. $2.50 Doubleday, Doran

Academic organization and control. Kirkpatrick, J. E. Antioch Press

Academy for souls. Cosgrave, J. O. $3 50 Farrar & R.

Academy of Science, Arts and Letters, Papers of. v. 13, 48 il.; v. 14, 64 il. ea., $4 Univ. of Mich.

According to Thomas. Nazhivin, I. $3 (?) Harper

Accounting, Department store. Eggleston, D. C. $7.50 Greenberg

Accounting, Elementary, Illustrative problems, journal and ledger to accompany. Scovill, H. T. Heath

Accounting principles, Applied. Sanford, E. R. $4.50. Crowell

Accounting, Problems in cost. Greer, H. C. McGraw-H.

Accounting problems: intermediate. Rittenhouse, C. F. McGraw-H.

Accounts, Fraud: its control through. $1.50 Century

Accurate contract. Reith, G. $2 John Day

Ackerman, Mora L. Letters from one who has crossed the great divide. $1 Stratford

Acland, B. Dyke. Peregrine. $2 McBride

Acland, Peregrine. All else is folly. (Popular copyrights) 75 c. Grosset & D.

Across Mongolian plains. Andrews, R. C. $1 Blue Ribbon Books

Activities curriculum in the primary grades. Stevens, M. P. Heath

Adam—and some Eves. Merrel, C. $1 Doubleday, Doran

Adamastor. Campbell, R. $2.50 Dial

Adami, Giuseppe, ed. Letters of Giacomo Puccini. il. $4 Lippincott

Adamic, Louis. Dynamite. 1 il. $3.50 Viking

Adams. *See* Page

Adams, Andy. Log of a cowboy. (Riverside lib.) $1 Houghton M.

Adams, Ephraim D., and Almack, John C. History of the United States. $1.80 (?) Harper

Adams, Eustace. Family sees France. $1.50 Brewer & W.

Adams, Eustace L. Knight comes flying. $2 Dial

Adams (Henry), Education of. 95 c. Modern Lib.

Adams, Herbert. Queen's mate. $2 Lippincott

Adams, Herbert. Sloane Square mystery. Dial

Adams, Orville. Modern Diesel engine practice. 400 il. $6. Henley

Adams, Thomas. *See* Whitten, Robert.

Adam's rib. Winn, M. D. $2 Harcourt

Addison, Richard A. Curious creatures. $1 Reilly & L.

Administration, Library, Essentials in. McCollough, E., ed. 75 c (?) Amer. Lib. Assn.

Adrift over Hudson Bay. Stone, R. R. 50 c. Cupples & L.

Adults, Care and feeding of. Clendening, L. $3 Knopf

Advanced problems of the fiction writer. Gallishaw, J. $3.50 Putnam

Adventure of faith. Thurston, M. N. $1 Revell

Adventure under sapphire skies. Finger, C. J. $2.50 Morrow
Adventures in a big city. Peardon, C. C. Macmillan
Adventures in a suburban garden. Wilder, L. B. $3 Macmillan
Adventures in biophysics. Hill, A. V. $3 (?) Univ. of Penn.
Adventures in storyland, 3d reader. Taylor, F. L. 84 c. Beckley-Cardy
Adventures of Hawke Travis. Colter, E. $2 Macmillan
Adventures of the Scarlet Pimpernel. Orczy, Baroness. 75 c. Burt
Adventurous religion. Fosdick, H. E. $1 Blue Ribbon Books
Advertising appropriation. Haase, A. E. $3.50 (?) Harper
Advertising Jesus. Bratcher S. R. $1.50 Cokesbury
Advertising, Modern, Money in. Goode, K. M. $3.50 (?) Harper
Advertising, Who's who in. Rogers, J. L., ed. $7.50 Harper
A. E. (Russell, George). Vale and other poems. $1.50 Macmillan
Aeneid, Comparative study of Beowulf and. Haber, T. B. $4 Princeton Univ.
Aero engines, Light. Caunter, C. F. $3.50 Pitman
Aërology. (Reports of Greenland expeditions of Univ. of Michigan, 1926-31, part 1.) Hobbs, W. H., dir. Univ. of Mich.
Aeronautics, Development of British military, Account of. (Air weapon) v. 1. Nov., 1783-Aug., 1914. $4.50 (?) Oxford
Aesop, Bewick's Select fables of, etc. subs. $10 Cheshire House
Aesop's fables. il. $1. Platt & M.
Aesthetics, Introduction to. (Spirit and substance of art) Flaccus, L. W. $5 Crofts
Aesthetics, Study in. Reid, L. A. Macmillan
Africa, In coldest. Wells, C. $1 Mc Bride
Africa, South. Hofmeyer, J. H. Scribner
Africa speaks. Hoefler, P. L. $4 Winston
Africa, Vacation in. Fort, T. $3 Stratford
Africa view. Huxley, J. $5 Harper
African stories. Helser, A. D. $1.75 Revell
Africa's last empire. Norden, H. $5 Macrae Smith
After Robespierre. Mathiez, A. $5 Knopf
After two thousand years. Dickinson, G. L. $2 Norton
After war. Renn, L. $2.50 Dodd, M.
Afterthoughts, Smith, L. P. $1.35 (?) Harcourt
Again Sanders. Wallace, E. $1 Doubleday, Doran
Agar, F. A., and Myers, Harry S. Workers together. $1 Revell
Age of reason. Gibbs, P. 75 c. Grosset & D.
Aged, Care of. Rubinow, I. M., ed. $3 Univ. of Chicago
Ager, Waldemar. I sit alone. $2.50 (?) Harper
Agnesine, Sister M. *See* Catherine, Sister M.
Air and sea navigation tables. Gingrich, J. E. McGraw-H.
Air, Heroes of the. Fraser, C. $2.50 Crowell
Air, Navigation of. Potter, L. S. $4 (?) Harper
Air, Realm of. Talman, C. F. $4 Bobbs-M.
Air transport operation. Smith, W. L. McGraw-H.
Air weapon. Account of Development of British military aeronautics, 1783-1929. v. 1, Nov., 1783-Aug., 1914. $4 50 (?) Oxford
Aircraft engines, Automobile and. Judge, A. W. $10 Pitman
Aircraft, History of. Magoun, F. A. $4.50 (?) Whittlesey House
Aircraft mechanics' handbook. Miller, I. W. McGraw-H.
Aircraft radio. Eddy, M. F. $4.50 Ronald
Airmanship. McDonough, J. $2.50 Pitman
Airplanes and airplane structures, Dynamics of. Younger, J. E. Wiley
Akers, Charles Edmond. History of South America. New ed. $5 Dutton
Album of floral designs, New. Kift, R. $2.50 De la Mare
Aldin, Cecil. *See* Hunloke, Lady.
Aldington, Richard. Roads to glory. $2.50 Doubleday, Doran
Aldis, Dorothy. Murder in a haystack. $2 Farrar & R.
Aldis, Dorothy. 7 to 7. il. $1.50 Minton, B.
Aldrich, Bess Streeter. The Cutters. (Copyright fiction) 75 c. Burt
Aldrich, Thomas Bailey. Story of a bad boy. (Juveniles of distinction) $1 Grosset & D.
Alexander, Franz, and Staub, Hugo. Criminal, the judge and the public. Macmillan
Alexander, V. C. Patchwork and appliqué. il. $1 Pitman
Alexanderplatz, Berlin. Döblin, A. $5 Viking
Alfonso XIII of Spain (King), Life story of. Graham, E. $5 Dodd, M.
Algebra, College. Small, L. L. McGraw-H.
Alice and Thomas and Jane. Bagnold, E. $2.50 Knopf
Alice in Wonderland. Carroll, L. $1 Macrae, Smith
Alishar Mound, Discoveries at, 1927-29. (Anatolia through the ages) Schmidt, E. F. $1 Univ. of Chicago
All about New York. James, R. $2.50 John Day
All else is folly. Acland, P. 75 c Grosset & D.
Allan, A. A. Gold, men and dogs. il. $3.50 Putnam
Allee, Marjorie H. Jane's island. Houghton M
Allen, C. K. Bureaucracy triumphant. $2 (?) Oxford
Allen, Gladys. Peggy takes a hand. il. (Windmill bks.) $1 Doubleday, Doran

Allen, Merritt Parmelee. Sir Henry Morgan, Buccaneer. il. $2 Century
Allen, Philip S. Medieval Latin lyrics. (Poetry of the Goliards). $5 (?) Univ. of Chicago
Allen (Young J., Life of. Chandler, W. A. $1.50 Cokesbury
Allingham, Margery. Gyrth Chalice mystery. (Crime club) $1 Doubleday, Doran
Allinson, F. G., and A. C. E. Greek lands and letters. (Park street lib. of travel) il. $2.50 Houghton M.
Allison-Booth, W. L. Hell's outpost. $2.50 Minton, B.
Almack, John C. *See* Adams, Ephraim.
Along the Pyrenees. Wilstach. P. $1 McBride
Alpern, Hymen, ed. *See* Valdés, Palacio.
Alpines, American, In the garden. McCully, A. $2.50 Macmillan
Alternatives to war. Tuttle, F. G. $3 (?) Harper
Amateur acting and play production. Campbell, W. $4 Macmillan
Amazing web. Keeler, H. S. 75 c. Burt
Amber to amperes. Greenwood, E. $4 (?) Harper
Ambiguity, Seven types of. Empson, W. $3 Harcourt
Ambler, Mary B. Man and his riches. Story of economics. (Story of man ser.) $1.25 Thomas S. Rockwell
Ambrose Holt and family. Glaspell, S. $2.50 Stokes
Amelia. Fielding, H. 90 c. Dutton
America, Colonial, History of. Chitwood, O. P. $4 (?) Harper
America, Latin. MacDonald, J. G. 50 c.; 35 c. Amer. Lib. Assn.
America: The Menace. Duhamel, G. Houghton M.
America, Narratives of the discovery of. Lawrence, A. W. $3 Cape & Smith
America, Wild animals of. Morse, G. F. 50 c. Thomas S. Rockwell
American Alpines in the garden. McCully, A. $2.50 Macmillan
American art, History and ideals of. Neuhaus, E. $6.50 (?) Stanford Univ.
American Association of University Women, History of. Talbot, M. $4 Houghton M.
American book-prices current, 1930. $20 R. R. Bowker
"American Boy" sea stories. Il. by Anton Otto Fischer. (Windmill bks.) $1 Doubleday, Doran
American business, Economics of. Gemmell, P. $4 (?) Harper
American business, Nemesis of. Chase, S. $2.50 Macmillan
American caravan. IV. Kreymborg, A., ed. $5 Macaulay
American civilization, Rise of. Beard, C. A. and M. R. 2 v. $7.50 Macmillan
American Country Life Assn. Standards of living. $2 Univ. of Chicago
American critical essays. Foerster, N. 80 c. Oxford
American earth. Caldwell, E. Scribner
American economic life. Tugwell, R. G. $5 Harcourt
American educational catalog, 1931. $1; 50 c. R. R. Bowker
American family abroad, An. Anderson, R. G. $3.50 McBride
American flag. Phillips, R. $2.50 Stratford
American government. Myers, W. S. $3.50 (?) Harper
American high chest. Metropolitan Museum of Art. 25 c. Metropolitan Museum of Art
American history in masque and wig. Price, O. M. $1.75 Walter H. Baker
American history ser. v. 3. Scoppa, J. R. Laidlaw
American humor. Rourke, C. $3.50 (?) Harcourt
American humorists, Our. Masson, T. L. $2.50 Dodd, M.
American illusion. Lehman, L. $2 Century
American industry, Racial factors in. Feldman, H. $4 Harper
American Library Association, Catalog section of. (Catalogers' and classifiers' yearbook) $1.25 (?) Amer. Lib. Assn.
American missal. $25; $30; $45; $65. Morehouse
American music, Our. Howard, J. T. $6 Crowell
American Negro poetry. Johnson, J. W. $2.50 (?) Harcourt
American people, Literary history of. Angoff, C. V., 1 & 2, ea. $5. Knopf
American printing, Fashions in. Gress, E. G. $4 (?) Harper
American procession, An: 1855-1914. Croffut, W. A. $3 Little, B.
American remnant. Straus, R. L. $2 Bloch
American Revolution, England in the age of. Bk. 1. Namier, L. B. $8.50 Macmillan
American society. Thwing, C. F. $2 Macmillan
American songs for children. Palmer, W. B. $2.50 Macmillan
American types. Oppenheim, J. $2.50 Knopf
American Universities, Association of, Annual conference proceedings, 1930. $1 Univ. of Chicago
American vignettes. Drinkwater, J. $10 Houghton M.
America's heritage from the long ago. Wickham, O. Macmillan
America's story for America's children, Bk. 6, *See* Knowlton, Charles H.
America's way out. Thomas, N. $2.50 Macmillan
Ames, Van Meter. Introduction to beauty. $3 (?) Harper
Among the nudists. Merrill, F. and M. L. $3 Knopf
Amphibian, Biology of the. Noble, G. K. McGraw-H.

Amusements, Photographic. Fraprie, F. R. $3 Amer. Photographic Pub.
Analytical geometry, Elements of. Love, C. E. $1.60 Macmillan
Anatolia through the ages: Discoveries at the Alishar Mound, 1927-29. Schmidt, E. F. $1 Univ. of Chicago
Anatomy of bibliomania. Jackson, H. 2 v. ea. $7.50 Scribner
Ancient civilization. Webster, H. Heath
Ancient civilization of the Andes, Means, P. A. Scribner
Ancient fires on modern altars. Leonard, Bp. A. W. $1.50 Abingdon
And so he made mothers. Applegarth, M. $1.50 Richard R. Smith
And such small deer. Lucas, E. V. $1.25 Lippincott
"And the Greeks." Graves, C. $2.50 McBride
Andersen, Knud. Surf. $2 Century
Anderson, H. J. *See* Craig, Dudley P.
Anderson, Robert Gordon. An American family abroad. $3 50 McBride
Andes, Ancient civilization of the. Means, P. A. Scribner
Andrée's story. Complete record of his flight. il. $5 Viking
Andrews, Anna. Plantation ser. ea. 50 c. Cupples & L.—Peggy and Michael of the coffee plantation—Peggy Lee and the Golden Thistle Plantation—Peggy Lee and the mysterious island.
Andrews, Fannie Fern. Holy Land under mandate. Houghton M.
Andrews, Roy Chapman. Across Mongolian plains. $1 Blue Ribbon Books
Andrus, Ruth and Peabody, May E. Parent-child relationships. $1.10 John Day
Andy and Polly. Wells, R. $1 Doubleday, Doran
Angelical doctor. Maritain, J. $2.50 Dial
Angie's uprising. Webb, M. C. H. $2 Christopher
Angling. Holden, G. P. $2 Appleton
Anglo-Japanese alliance. Chang, C. Johns Hopkins
Angoff, Charles. Literary history of the American people. v. 1 & 2, ea. $5 Knopf
Animal biology. Guyer, M. F. $3.50 (?) Harper
Animal drawing in outline. Lutz, E. G. $1.75 Dodd, M.
Animal drive and the learning process. v. 1. Holt, E. B. $3 (?) Holt
Animal ecology. Chapman, R. N. McGraw-H.
Animal motivation, studies in. Warden, C. Columbia Univ.
Animosities. Bacon, P. $3 (?) Harcourt
Annual Conference proceedings of the Association of American Universities. 1930. $1 Univ. of Chicago
Answer, The. Roberts, W. N. $2 Badger
Anthology of Boston Univ. poetry. Getchell, E. L. $1.50 Colony Press
Anthology of modern philosophy. Robinson, D. S. $4.50 Crowell
Anthony, Irvin. Paddle wheels and pistols. New ed. il. part col. $2.50 Macrae-Smith
Anthropology, Outline of. (Making of Man) Calverton, V. F., ed. 95 c. Modern Lib.
Anthropometry of the American Negro. Herskovitz, M. J. Columbia Univ.
Antigone of Sophocles. Chapman, J. J., tr. $10 Houghton M.
Antiquity of man, New discoveries relating to the. Keith, Sir A. $5 Norton
Anvil dollar lib. ea. $1 Richard R. Smith
New titles: Stidger, W. L. Personal Power—Jacks, L. P. Constructive citizenship—Page, K. Jesus or Christianity—Beaven, A. W. Putting the church on full time basis—Bosch, H. W. Not slothful in business—Morrison, G. H. Highways of the heart—Gateways of the stars—Lawrence, M. My message to Sunday School workers—Hallock, G. B. F. 300 five-minute sermons to children.
Anybody's pearls. Footner, H. 75 c. Burt
Apache, the story of Mangus Colorado. Comfort, W. L. $2.50 Dutton
Aphrodite in Aulis. Moore, G. $2.50 Brentano's
Apologia pro vita sua. Newman, J. H. $1.25; cl. 80 c. Macmillan
Apparitions, Mystery and lore of. Thompson, C. J. S. $4 Stokes
Appel, Kenneth E. *See* Strecker, Edward.
Applegarth, Margaret. And so he made mothers. $1.50 Richard R. Smith
Appleton, Victor. Tom Swift: his sky train. (Tom Swift) 50 c. Grosset & D.
Applied accounting principles. Sanford, E. R. $4 50 Crowell
Applin, Arthur. Luxury unlimited. $2 Duffield
Appliqué, Patchwork and. Alexander, V. C. $1 Pitman
Apprenticeship in the American colonies. Slavery and. Jernegan, M. W. $3 Univ. of Chicago
Appropriation, Advertising. Haase, A. E. $3.50 (?) Harper
Arabia, Holy cities of. Rutter, E. 1 v. ed. $6 Putnam
Arabia, Legacy of. $3.50 (?) Oxford
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Cooke, W. H. *See* Stickney, E. P.
Coolidge, Dane. Maverick Makers. $2.50 Dutton
Coolidge, Dane and Coolidge, Mary Roberts. Navajo Indians. il. $4 Houghton M.
Cooper, Courtney Ryley. Challenge of the bush (Popular copyrights) 75 c. Grosset & D.
Cooper, Courtney Ryley. End of steel. $2 Farrar & R.
Cooper, Elizabeth. What price youth? (Copyright fiction) 75 c. Burt
Cooper (James Fenimore). Boynton, H. W. $5 Century
Cooper-Willis, Irene. Florence Nightingale. $2 Coward-McCann
Copper disc. Stead, R. J. C. $1 Doubleday, Doran
Copy: handbook for reporters. Hoover, D. D. $2.50 Crowell
Corinth, v. 5: Roman villa. Shear, T. L. $10 Harvard
Cornelia's colony. Blake, G. $2 Appleton
Cornwallis-West, George. Edwardian heydays. il. $5 Putnam
Coronet. Komroff, M. $1 Grosset & D.
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Corsica the beautiful. Dugmore, A. R. $5 Houghton M.
Cortez *See* Friedenthal, R.
Cortez, Stout. Robinson, H. M. $4 Century
Cortez. (White gods). Friedenthal, R. $3.50 (?) Harper

Corwin, Mae Johnson, and Corwin, Walling. Junior high school science. 200 il. $1.60 Harr Wagner Pub.

Corwin, Walling, and Corwin, May Johnson. Corwin Junior High School science ser. 7th yr. Science of human living—8th yr., Science of plant and animal life—9th yr., Science of discovery and invention Harr Wagner Pub.

Cosgrave, John O'Hara. Academy for souls. $3.50 Farrar & R.

Cosmetology, Theory and science of. McNamara, N. M. McNamara & Braden

Cossack, Kostia, the. Krassnoff, Gen. P. N. $3.50 Duffield

Cost of government in the United States, 1928-1929. Nat'l Indus. Con. Bd. Nat'l Indus. Con. Bd.

Cote, R. E. Modern lettering. Bruce

Cotton, Henry.. Golf. (Introductory books on sports) il. 2 Coward-McCann

Cotton diplomacy, King. Owsley, F. L. $5 Univ. of Chicago

Cotton manufacture, Early New England. Ware, C. F. $3.50 Houghton M.

Council of the gods. Harshaw, R. $2 Thomas S. Rockwell

Counterfeiters, The. Gide, A. 95 c. Modern Lib.

Country Days. Dearborn, B. H. Macmillan

Country houses. Forster, F. J. $15 William Helburn

Country parson looks at religion. Prichard, H. A. $2 (?) Harper

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Courtis, Stuart A., ed. Practices of American universities in granting higher degrees in education. $1.50 Univ. of Chicago

Courts and injunctions in industrial disputes. McCracken, D. Univ. of North Carolina

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Cowley (Abraham). Muse's Hannibal. Nethercot, A. H., ed. $4.75 (?) Oxford

Cowley, Malcolm. Lost generation. $3 Norton

Craft-for-all ser. ea. $1 Pitman
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Craft of the critic. Smith, S. S. $3 Crowell

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Crampton & Mochrie. Cane work for juniors. (Dryad Publication) Manual Arts

Crane, John O. Little Entente. $2.50 Macmillan

Crane, Stephen. Red badge of courage. (Grabhorn Press). Col. il. by Valenti Angelo. $15 Random House

Cranes flying south. Karazin, N. $2.50 Doubleday, Doran

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Craven, John. Leaf is green. $2.50 Knopf

Craven, Thomas. Men of art. il. $6 Simon & S.

Crawford, Robert P. Magazine article. McGraw-H.

Crawley, Rayburn. Chattering gods. (Harper sealed mystery) $2 (?) Harper

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Creative mind. Spearman, C. E. $2 Appleton

Creative music ser. *See* Coleman, Satis N.

Credit and its uses. Prendergast, W. A. $4 (?) Appleton

Credit, Federal Reserve system and the control of. Spahr, W. E. $1 75 Macmillan

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Creeds of Christendom. Schaff, P. 3 v., ea. $4 (?) Harper

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Cup, American, Sixty years' defense of. Swan, W. U. Houghton M.
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Villa, Roman. (Corinth, v. 5). Shear, T. L. $10 Harvard
Villiers, A. J. Vanished fleets. il. $3.50 Holt
Villon, Francois. Tr. by J. U. Nicholson. $3.50 Covici, Friede
Vinegar tree. Osborn, P. $2 Farrar & R.
Vinick, Nell. Lessons in loveliness. $1 Longmans
Vintage of Yön Yee. Miln, L. J. $2 Stokes
Virgil, Georgics. Tr. by John Dryden. facsim. of 1st folio ed. subs. $10 Cheshire House
Virgil, Magical art of. Rand, E. K. $5 Harvard
Virgin Mary, Commentary on the little office of the Blessed. Mildred, Sister M. Bruce
Virginia, Old, Homes and gardens in. Garden Club of Virginia. $5 Garrett & Massie
Virginia, Tidewater, Domestic colonial architecture of. Waterman, T. T. Scribner

Virginia Water. Jenkins, E. $1 Richard R. Smith
Virtuous knight. Sherwood, R. E. Scribner
Visher, S. S. *See* Blanchard, W. O.
Vision and how to keep it, Your. Merrill, H. G. $1.50 Putnam
Visitation evangelism. Murray, A. F. $1.50 Christian Bd. of Pub.
Vocational texts. McGraw-H.
New titles: Boggy, H. E. W. Mechanical drawing—Weiss, R. How to make hats—Jones, H. A. Truck crop production.
Voice, reveals, What your. Hathaway, H. $1 Dutton
Voice triumphant. Cook, Mrs. C. M. $3 Knopf
Voltaire, Candide. (Universal lib.) $1 Grosset & D.
Voltaire. Voltaire and the enlightenment. (Selections). Torrey, N. L., ed. 85 c. Crofts
Volume two. Mayo, K. $2.50 (?) Harcourt
Von Bülow, Prince. Memoirs. 16 il. $5 Little, B.
Von Bülow, Letters of Hans. Moulin-Eckart, R. Count du. $5 Knopf
Von Glaise-Horstenau, Edmond. Collapse of the Austro-Hungarian Empire. 64 il. $7 Dutton
Von Handel-Mazzetti, Enrica. Jesse and Maria. $2.50 (?) Holt
Von Hutten, Baroness. Pam's own story. $2 Lippincott
Von Klopp, Varah. Kin. $2 Dodd, Mead
Von Rhau, Henry. To the victor. $2 Longmans
Von Wertheimer, Oskar. Cleopatra. il. $5 Lippincott
Voodoo'd. Perkins, K. $2 Harper
Voretzsch and others. Introduction to old French literature. $5 Stechert
Voyage out. Woolf, V. $1.35 Harcourt
Waddell, C. C. Juror No. 17. $2 Alfred H. King
Wade, Horace. To hell with Hollywood. $2 Dial
Wage rates in the bituminous coal industry by occupations and by states and fields, Comparison of. Benzanson, A. $3 (?) Univ. of Penn.
Wagner, Ellasue. Korea: the old and the new. il. $1.50 Revell
Wagon and the star. Larrimore, L. 75 c. Grosset & D.
Wailing rock murders. Orr, C. $2 Farrar & R.
Wakefield, H. R. Imagine a man in a box. $2 (?) Appleton
Waksman, S. A., and Starkey, R. L. Soil and the microbe. Wiley
Walden, Arthur T. Dog puncher on the Yukon. (Riverside lib.) $1 Houghton M.
Waldman, Milton, ed. If, or history rewritten. $3 Viking
Waldo, Fullerton. Rex: The story of a dog. (Time-tested bks.) $1 Macrae-Smith
Waldron, Malcolm T. Snow man. il. $3 Houghton M.
Wales, Wayfarer in. Davies, W. W. $3 Houghton M.
Walker, Charles R. Our gods are not born. $2 Cape & Smith
Wall, Evans. No-nation girl. (Popular copyrights) 75 c. Grosset & D.
Wall Street and Lombard Street. Hirst, F. W. $2 Macmillan
Wall Street, Story of. Warshow, R. I. $1 Blue Ribbon Books
Wallace, Archer. Mothers of famous men $1 Richard R. Smith
Wallace, Dillon. Crew of the pioneer. $1.75 McClurg
Wallace, Edgar. Again Sanders. —The Calendar. ea. $1 Doubleday, Doran
Wallace, Edgar. The black—India-rubber men—Red aces. (Copyright fiction) ea. 75 c. Burt
Wallace, Edgar. Law of the three just men —White face. (Crime club). ea. $1 Doubleday, Doran
Wallace, Kathleen. I walk alone. $2 Doubleday, Doran
Wallace, Lily Haxworth. Woman's world cook book. $2.50 Reilly & L.
Wallace, R. R. *See* Kingsbury.
Wallis, Louis. By the waters of Babylon. $2 Macmillan
Walpole, Hugh. Above the dark tumult: An adventure. $2.50 Doubleday, Doran
Walsh, Edmund A. Fall of the Russian empire. $1 Blue Ribbon Books
Walsh, Edmund A. Last stand: an interpretation of the Soviet five-year plan. 8 il. $3 Little, B.
Walsh, J. M. Black ghost. $2 Brewer & W.
Walsh, James J. Golden treasury of literature. $2.50; il. ed. $3.50—Health through will power. $2 Stratford
Walsh, John W. T. Indexing of books and periodicals. $2 R. R. Bowker
Walsh, Thomas. Selected poems. $2.50 Dial
Walsh, W. E. The doom of Conaire Mor. Carrier & Isles
Walsh, William S. New international cyclopedia of prose and poetical quotations. Rev. ed. $3 Winston
Walter, Erich A. *See* Thorpe, C. D.
Walter, H. Moses Mendelssohn, critic and philosopher. il. $2 Bloch
Walters, Francis M. Our journey of growth. 80 c.—Our health foundations. Heath
Wanderers in the mist. Liepmann, H. $2.50 (?) Harper
Wandering Monday. Chevalier, R. $1.75 Macmillan
Wang, Charles K. A. *See* Thurstone, L. L.
Wapelhorst, Innocentius. Compendium sacrae liturgiae juxta ritum Romanum. (Manual of the Liturgy and Rubrics.) 11th ed. rev. $3.50 Benziger Bros.
War, Alternatives to. Tuttle, F. G. $3 (?) Harper
War and peace, v. 1. Tolstoy Oxford
War, Best short stories of. $3.50 (?) Harper
War, Political consequences of the. Muir, R. $1.25 Holt
Ward, Florence. Stormy fires. $2 Macrae-Smith

Ward, Harry F. Which way religion? $2 Macmillan
Ward, Henshaw. Builders of delusion. $3.50 Bobbs-M.
Ward, Lynd, il. *See* Waugh, Alec.
Ward, Wilbert. Bank credits and acceptances. $3.50 Ronald
Warden, C. Studies in animal motivation. Columbia Univ.
Ware, Caroline F. Early New England cotton manufacture. $3.50 Houghton M.
Wareham, James. Parables and precepts. $1.80 Morehouse
Warfield, Benjamin Breckinridge. Selected writings. v. 5 & 6, Calvin and Calvinism—v. 7, Westminster Confession. ea. $4 (?) Oxford
Warner, Edward P. Aviation handbook. McGraw-H.
Warner, Sylvia Townsend. Op. 7. $2 Viking
Warner, Townsend. Landmarks in English industrial history. $3.50 Macmillan
Warren, Mrs. Prescott. Games for two. $1.50 Harcourt
Warshow, Robert Irving. Story of Wall Street. $1 Blue Ribbon Books
Washburn, Henry B. Men of conviction. Scribner
Washburn, Robert Collyer. Life and times of Lydia Pinkham. $5 Putnam
Washington (George). Woodward, W. E. $1 Blue Ribbon Books
Washington (George) plays. Sanford, A. P. $2.50 Dodd, M.
Washington (George), Son of his Country. Van Dyke, P. Scribner
Wasserman, Jacob. Caspar Hauser. (Dollar bks. of distinction) $1 Grosset & D.
Water. Mitchell, R. C. $2 Appleton
Water weed. Campbell, A. 75 c. Grosset & D.
Waterman, Thomas Tileston, and Barrows, John A. Domestic colonial architecture of Tidewater Virginia. il. Scribner
Watson, Bruce, M., and Colliton, J. B. Modern practical mathematics, 9th grade. Heath
Watt, Franklin M. Small bookshop management. $2 (?) R. R. Bowker
Wattjes, I. J. G., ed. Modern churches in Europe and America. 300 il. $10 Van Riemsdyck's Bookservice
Waugh, Alec. Most women. Il. by Lynd Ward. $3 Farrar & R.
Waverly novels, Bibliography of. Worthington, G. $7.50 Richard R. Smith
Waxman, Percy. Black Napoleon. (Toussaint Louverture. il. $3.50 Harcourt
Way, William. Clinchfield railroad. Univ. of North Carolina
Way of a man. Sutherland, J. $2 (?) Harper
Way of a pilgrim. French, R. M. $1.50 Morehouse
Way of all flesh. Butler, S. 50 c. A. & C. Boni
Way of all flesh. Butler, S. $1 Grosset & D.
Way of some flesh. Chayes, S. $2 Liveright
Way of the sceptic. Graham, J. E. $3 Dial
Way out, The. Thomas, Norman. $2.50 Macmillan
Way to recovery. Paish, G. $2.50 Putnam
Way to wealth. Franklin, B. $7.50 Random House
Wayfarer in Wales, Davies, W. W. $3 Houghton M.
Wayne (Anthony). (Mad Anthony). Holland, R. S. Century
Wayt, Jennie R. Diamonds in the rough. $1.50 Wetzel
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We take to bed. McClintock, M. $2.50 Cape & Smith
We want that range. Robertson, F. C. $2 Barse
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Weatherwax, John M. Quizzle book: rainy day games for the young. Il. by Erick Berry. $2 Duffield
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Web of youth. Süskind, W. E. $3 Brewer & W.
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Webb, Myra Churchill Holmes. Angie's uprising. $2 Christopher
Webb-Gibson. Concrete design and construction. $2.50 Am. Tech. Soc.
Webster, F. A. M. Keeping fit at forty. $1.50 Warne
Webster, Henry Kitchell. Man with the scarred hand. $2 Bobbs-M.
Webster, Hutton. Ancient civilization. Heath
Webster, H. T., il. Timid soul. (Cartoons) $2 Simon & S.
Webster, M. Coates. Show boy. $2 Macaulay
Webster-Salva. (Spanish-English, English-Spanish dictionary.) $; indexed, $1.25 Laidlaw
Webster dictionary. *See* Merriam adv.
Wedding ring. Brown, B. 75 c. Burt
Weigher of souls. Maurois, A. $2 (?) Appleton
Weinstein, M. H. Arbitrage in securities. $4 (?) Harper
Weinstock lecture ser. *See* Radin, Max.
Weiss, Rosalind. How to make hats. (Vocational texts) McGraw-H.
Weissmann, Adolf. Music come to earth. $1.90 Dutton
Welles, Welles. Wilson the unknown. Scribner
Welles, Winifred. Skipping along alone. il. $1.75 Macmillan
Wellner, Belle W. *See* Ordway, Edith B.
Wells, Carolyn. Doorstep murders. (Copyright fiction) 75 c. Burt
Wells, Carolyn. Horror House. $2 Lippincott
Wells, Carolyn. Skeleton at the feast. (Crime club) $1 Doubleday, Doran
Wells, Carolyn, ed. Best American mystery stories of the year. $2.50 John Day

Wells, Carveth. In coldest Africa. (McB. $1 travel bks.) $1 McBride

Wells, H. G. Time machine (Taylor Co.) Il in col. by W. A. Dwiggins. $12.50 Random House

Wells, Rhea. Andy and Polly. Il. by author. $1 Doubleday, Doran

Wembridge, Eleanor Rowland. Life among the lowbrows. Houghton M.

Wentworth, Patricia. Beggar's choice. $2 Lippincott

Werfel, Franz. Pure in heart. $5 Simon & S.

Weschler, Anita. Nightshade. $2 Colony Press

Wess, Harold B. Profit principles of retailing. McGraw-H.

Wessel, Bessie Bloom. Ethnic survey of Woonsocket, R. I. $4 Univ. of Chicago

Wessex, Fighting kings of. Baker, G. P. $4 Dodd, M.

West, James E., and Lamb, Peter O. Boys' book of honor. il. $1.50 Revell

West, Willis Mason. Story of modern progress. Rev. ed. Allyn & B.

West, Verse of the new. Grissom, I. W. $2.25; $5 Caxton Printers

Westcott, Edward N. David Harum, Educational ed. $1 Appleton

Westermarck, Edward. Wit and wisdom in Morocco. $5 Liveright

Westervelt, Josephine Hope. Pool of sacrifice. $1.75 Revell

Westfall. Introductory course in mathematics. 90 c. Lucas

Westminster Confession. Warfield, B. B. (Selected writings, v. 7) $4 (?) Oxford

Westminster mystery. Hamilton, E. $2 Century

Westminster version of the sacred Scriptures. v. 4. $3.40 Longmans

Weston, T. A. Practical carnation culture. il. $2 De La Mare

Wet wit and dry humour. Leacock, S. $1.50 Dodd, M.

Wetjen, Albert R. Fiddlers' green. 16 il. $2 Little, B.

Wexberg, Erwin. Psychology of sex. $2.50 Farrar & R.

Weymouth, Alice Jenkins. Palo Alto tree. 75 c. Stanford Univ.

Whaler, James. Green River. $2 (?) Harcourt

What can students believe? McKee, E., ed. $2 Richard R. Smith

What greater delight. Smith, D. $2.50 Knopf

What Mrs. Eddy said to Arthur Brisbane. Brisbane, A. $1.25; $2.50 M. E. Paige

What price youth? Cooper, E. 75 c. Burt

What the figures mean. Meredith, S. B. $1.50 Financial Pub.

What this country needs, Franklin, J. $3.50 Covici, Friede

What to eat and drink in France. Croze, A. de. $2 Warne

What would you do with this hand? Whitehead, W. C. $1.50 Stokes

What your voice reveals. Hathaway, H. $1 Dutton

Wheat, Harry Grove. Psychology of the elementary school. $2 Silver, B.

Wheeling. *See* Brubacher.

Wheelwright (John), Life of. Heard, J., Jr. $2 Houghton M.

When Dana was the Sun. Rosebault, C. J. $3.75 McBride

When drama goes to church. Atkins, A. U. $1.25 Christian Bd. of Pub.

When I was a boy in England. Grimshaw, I. G. $1.25 Lothrop, L. & S.

When Southern labor stirs. Tippett, T. $2.50 Cape & Smith

When the gods laughed. Roberts, L. $2 Sears

When the wicked man. Ford, F. M. $2.50 Liveright

When you go to London. Morton, H. V. $1 McBride

Where day dawns. Madden, M. W. $1.50 Revell

Where Paris dines. Street, J. $1.50 Doubleday, Doran

Which way religion? Ward, H. F. $2 Macmillan

Whitaker's cumulative bk. list, 1930. $4.50 R. R. Bowker

White. *See* Thurber.

White, Alfred. Spy net. $2 Houghton M.

White, Capt. George R. Zoom! $1.50 Longmans

White, Jessie Orr. *See* Bacheler, Clementine.

White (John) patriach. Rose-Troup, F. $7.50 Putnam

White, Lazarus. *See* Prentis, Edmund.

White, Paul Dudley. Heart disease: diagnosis and treatment. Macmillan

White, Percival and White, M. A. Gliding and soaring. il. $3 (?) Whittlesey House

White, William C. These Russians. Scribner

White company. Doyle, A. C. $1 Grosset & D.

White face. Wallace, E. $1 Doubleday, Doran

White fawn. Prouty, O. H. $2.50 Houghton M.

White gods. (Cortez) Friedenthal, R. $3.50 (?) Harper

White king of La Gonave. Wirkus, F. $3.50 Doubleday, Doran

White paternoster. Powys, T. F. $2.50 Viking

White Pierrot. Barrington, P. $2 Sears

White silence. Levine, I. D. McBride

Whitechurch, Victor L. Murder at the pageant. $2 Duffield

Whitefield (George). Belden, A. D. $3 **Cokesbury**

Whitegates. MacKenzie, O. $2.50 Coward-McCann

Whitehead, Wilbur C. What would you do with this hand? (Contract bridge) $1.50 Stokes

Whitey. Graham, C. $2 Vanguard

Whitfield, Raoul. Death in a bowl. $2 Knopf

Whitham, G. Mills. Biographical history of the French Revolution. 16 il. $15 Viking

Whitman, Stephen French. Here's luck. $2.50 Appleton

Whitman, Walt. Leaves of grass. (Universal lib.) $1 Grosset & D.

Whitman, Walt. Salut au monde. (Vojtech Preissig). $7.50 Random House

Whitman and Burroughs, comrades. Barrus, C. Houghton M.

Whitney, Leon F. Pigeon City. $2.50 McBride

Whiton, Louis C., and Markey, Corinne Harris. Climbing path. $2 Alfred H. King

Whitten, Robert, and Adams, Thomas. Neighborhoods of small homes. (Harvard city planning studies, v. 3). il. $3.50 Harvard

Who killed Charmian Karslake? Haynes, A. 75 c. Burt

Whole man, Education of. Jacks, L. P. $2 (?) Harper

"Whole world" music ser. *See* Wier, A. E.

Whorf, Richard. Time to make up. il. $1.25 (?) Walter H. Baker

Who's who in advertising. Rogers, J. L. ed. $7.50 Harper

Who's Who, 1931. $18 Macmillan

Why do Catholics? Buck, J. R. Bruce

Why I am a preacher. Utley, U. $1.50 Revell

Why the birds sing. Delamaine, J. $2.50 Coward-McCann

Whyte, L. L.. Critique of physics. $3 Norton

Wickham, Ola, and Phillips, C. A. America's heritage from the long ago. Macmillan

Wide open town. Brinig, M. $2.50 Farrar & R.

Wiener, Willard. Rafferty. $2 Farrar & R.

Wier, Albert E., ed. Modern organ pieces. (No. 29 "Whole world" music ser.) $3; $5 Appleton

Wife to Hugo. Baines, J. $2.50 Sears

Wiggam, Albert E. Next age of man. $1 Blue Ribbon Books

Wild animals of America. Morse, G. F. 50 c. Thomas S. Rockwell

Wild bird. Diver, M. 75 c. Burt

Wild grape. Hauck, L. P. $2 Penn

Wild life, Thirty years' war for. Hornaday, W. T. $2.50 Scribner

Wilde, Hagar. Break-up. $2 Little, B.

Wilde, Percival. Ten plays for little theatres. $2 Little, B.

Wilder, Louise Beebe. Adventures in a suburban garden. $3 Macmillan

Wilgus, Col. William J. Moving millions. Columbia Univ.

Wilhelm, Richard. Confucius and Confucianism. $2 (?) Harcourt

Wilkins, Sir Hubert. Under the North Pole. $3; $50; $600 Brewer & W.

Wilkinson, Clennell. Nelson. $3.50 Longmans

Wilkinson, J. V. S. Shah-Namah of Firdausi. $16 (?) Oxford

Will it march? Lattimer. $3.50 Harr Wagner Pub.

Willcox, R. S. *See* Greer, Howard C.

Willemse, Cornelius W. and others. Behind the green lights. il. $3 Knopf

Williams. Biochemistry. Van Nostrand

Williams. Organic chemistry. Rev. ed. Van Nostrand

Williams, Ben Ames. An end to mirth. (Clue mystery) $2 Dutton

Williams, Blanche Colton. Book of essays. Heath

Williams, Elva. Step lively. $2 Sears

Williams, Gertrude Marvin. Passionate pilgrim. (Biography of Annie Besant). il. $3.50 Coward-McCann

Williams, Iolo A. Firm of Cadbury. Richard R. Smith

Williams, Jesse Lynch. They still fall in love. (Copyright fiction) 75 c. Burt

Williams, Stanley, ed. Journal of Washington Irving. 3 il. $3.50 Harvard

Williams, W. Ewart. Applications of interferometry. (Methuen's monographs on physical subjects) 43 il. $1.10 Dutton

Williams, Wythe. This flesh. $2 McBride

Williamson, James A. Evolution of England. $5 (?) Oxford

Williamson, Julia. Stars through magic casements. Il. Educational ed. $1 Appleton

Williamson, Thomas. Flood fighters. Houghton M.

Willson, David H., ed. *See* Bowyer, Robert.

Wilmot, R. H. Theory and elec. drive of the loom. il. $2.50 Pitman

Wilson. Man who came back. (Popular copyrights) 75 c. Grosset & D.

Wilson, Alexander. Death of Dr. Whitelaw. $2 Longmans

Wilson, Catherine Rose, ed. *See* Rabelais.

Wilson, Edmund. Axel's castle. Scribner

Wilson, Ernest H. If I were to make a garden. $10 Stratford

Wilson, J. Douglas, and Rogers, C. M. Answers to problems in carpentry mathematics, pt. 1. McGraw-H.

Wilson, John Arthur, and Merrill, H. B. Analysis of leather and the materials used in its manufacture. McGraw-H.

Wilson, John Fleming. Man who came back. Photoplay ed. 75 c. Grosset & D.

Wilson, Margaret. Crime of punishment. $3 (?) Harcourt

Wilson, Mary Badger. New dreams for old. $2 Penn

Wilson, Romer, ed. Red magic. il. $2.50 Harcourt

Wilson, Sinclair J. *See* Herberg, Theodore.

Wilson, Stanley K. Scream of the doll. $2 $2 Duffield

Wilson the unknown. Welles, W. Scribner

Wilstach, John. Under cover man. $2 Morrow

Wilstach, Paul. Along the Pyrenees. Islands of the Mediterranean. (McB. $1 b'ks.) ea. $1 McBride

Wind from Spain. Aspinwall, M. $2 Century

Wind in the grass. MacKaye, C. $2 (?) Harper

Winding lane. Gibbs, P. $2.50 Doubleday, Doran

Windmill B'ks. ea. $1 Doubleday, Doran
New titles: American Boy sea stories—Criss, M. Betty Lee in Paris—Allen, G. Peggy takes a hand.

Window display, Profits from. Leahy, W. H. $5 (?) Harper

Wings of courage. Sand, G. $1.25 Thomas S. Rockwell

Wings of tomorrow. De la Cierva, J. $2.50 Brewer & W.

Winkler, John K. John D. $1 Blue Ribbon Books

Winlow, Anna C. Our little Burmese cousin. il. $1 Page

Winn, Mary Day. Adam's rib. $2 Harcourt

Winslow, C. E. A. Health on the farm and in the village. Macmillan

Winston, S. R. Illiteracy in the U. S. Univ. of North Carolina

Winston new and complete atlas of the world. (Final U. S. census figures). Rev. ed. $2.50; $3.50; $5 Winston

Winthrop, Anne. How the world lives. Story of sociology. (Story of man ser.) $1.25 Thomas S. Rockwell

Wiring, House. Poppe, T. W. $1 Henley

Wirkus, Faustine, and Dudley, Taney. White king of La Gonave. il. $3.50 Doubleday, Doran

Wirries, Mabel Mary. Barrys at Briarhill. $1 Benziger Bros.

Wirt, Mildred A. Ruth Darrow in Yucatan. (Ruth Darrow flying stories) 50 c. Barse

Wit and wisdom in Morocco. Westermarck, E. $5 Liveright

With malice toward none. Morrow, H. W. 75 c. Burt

With the door open. Larsen, J. A. $1.50 Macmillan

Within four walls. Harrison, M. C. C. $3 Longmans

Wittels, Fritz. Freud and his time. $3.50 Liveright

Wodehouse, P. G. Big money. $2 Doubleday, Doran

Wodehouse, P. G. Mr. Mulliner speaking. —Picadilly Jim. (Copyright fiction) ea. 75 c. Burt

Wolf deputy. Dunning, H. 75 c. Chelsea House

Wolfe, Humbert. Early poems. $2.50 Knopf

Wolfhound, Russian. Martin, N. $2.50 Judy Pub.

Wölfling, Leopold. My life story: From archduke to grocer. il. $4 Dutton

Woman and the new race. Sanger, M. $1 Blue Ribbon Books

Woman in purple pajamas. Kent, W. $2 McBride

Woman of fashion. Strobel, M. $2.50 Farrar & R.

Woman on her way. Van Druten, J. $3 Knopf

Woman walks alone. Mason, R. P. $2 Dial

Woman's coming of age. Schmalhausen, S. D., ed. $5 Liveright

Woman's work in music. Elson, A. $3 Page

Woman's world cook book. Wallace, L. H. $2.50 Reilly & L.

Women and children last. Nichols, B. $2.50 Doubleday, Doran

Women have been kind: Memoirs. Tellegen, L. $3 Vanguard

Women, Marriage and civic rights of. Breckingridge, S. P. $2 Univ. of Chicago

Wonders, Book of electrical. Hawks, E. $3 Dial

Wonders of the plant world. DuPuy, W. A. 88 c. Heath

Wood, Arnold. High spots of Sicily. $1.50 Sears

Wood, Carl Paige. Elementary harmony. $2.50 Badger

Wood, Charles Erskine Scott. Too much government. $2 Vanguard

Wood, Lawson. Rummy tales. $2 Warne

Wood, Louis A. Union management co-operation on the railroads. $4 Yale

Wood, Robert W. How to tell the birds from the flowers. Il. by author. 14th ed. $1 Duffield

Wood, W. Carleton. Dramatic method in religious education. (Abingdon Religious Education texts—college ser.) $3 Abingdon

Wood and water friends. Hawks, C. $1 Macrae Smith

Woodbury, Walter E. *See* Fraprie, Frank F.

Wooddy, Carroll Hill. Case of Frank L. Smith: Study in representative government. $3 Univ. of Chicago

Wooden woman. Townsend, A. $2 Doubleday, Doran

Woodforde, James. Diary of a country parson. v. 5. Beresford, John, ed. $4.25 (?) Oxford

Woods, Arthur. Dangerous drugs. $2 Yale

Woods, B. M. *See* Younger, J. E.

Woods, Katherine. Other chateau country. Houghton M.

Woods, Secrets of. Deming, T. O., and E. W. Laidlaw

Woodward, W. E. George Washington. $1 Blue Ribbon Books

Woodworking and furniture making, Art of. Gregory. Manual Arts

Woodworking trades, Fundamentals of. Reid, J. F. Wiley

Woodworth, Robert S. Contemporary schools of psychology. $2.50 Ronald

Woody, Thomas. Franklin's educational contributions. (Education classics) McGraw-H.

Woofter, T. J., Jr. Plight of cigarette tobacco. Univ. of North Carolina

Wool, Marketing of. DuPlessis, A. F. $3.75 Pitman

Wooley, C. Leonard. Digging up the past. Scribner

Wooley, Scott and Tressler. High school handbook of composition. $1.16 Heath

Woolf, Virginia, Uniform edition. ea. $1.35 Harcourt

Titles: Jacob's room—Voyage out—Mrs. Dalloway—Night and day—To the lighthouse.

Woolrich, Cornell. Time of her life. $2 Liveright

Woon, Basil. Paris that's not in the guide books. (McB. $1 travel b'ks.) $1 McBride

Woonsocket, R. I., Ethnic survey of. Wessel, B. B. $4 Univ. of Chicago

Worcester, Elwood, and McComb, Samuel. Body, mind and spirit. $2.50 Marshall Jones

Word pictures in the New Testament. v. 4. epistles of Paul. Robertson, A. T. $3.50 Richard R. Smith

Wordsworth. Herford, C. H. $2 Dutton

Work, Milton C. Common sense contract bridge. $2; Gist of contract bridge. $1 Winston

Work. Tilgher, A. $2 Harcourt

Work organization book for schools of nursing, Teacher's. Sister John Gabriel. Saunders

Work, Story of man's. Hayward, W. R. $2 Minton, B.

Workbook in chemistry. Powers, S. R. Allyn & B.

Workers, Restriction of output by unorganized. Mathewson, S. B. $3 Viking

Workers together. Agar, F. A. $1 Revell

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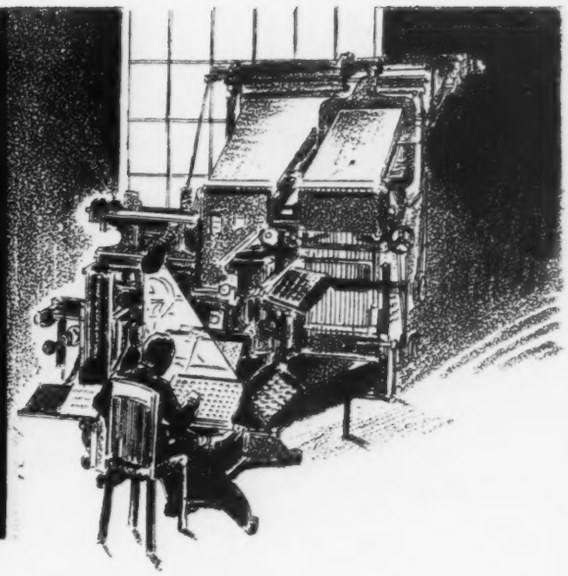

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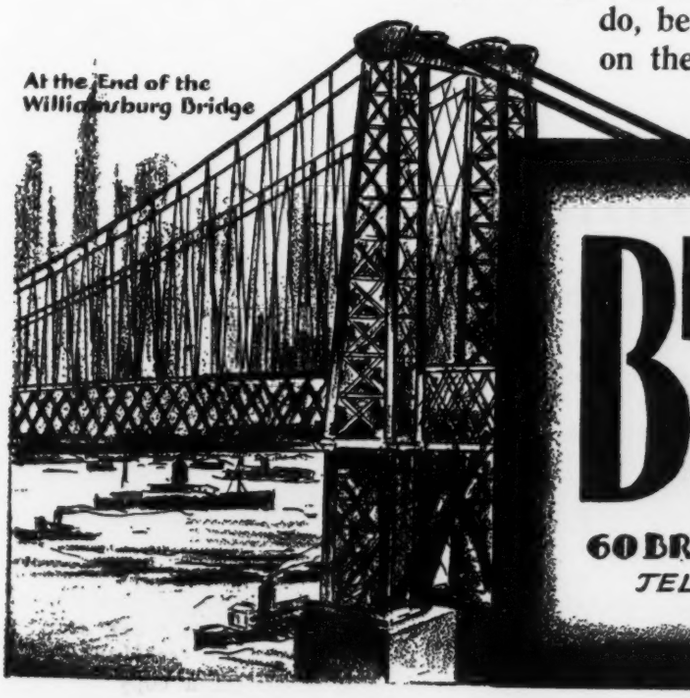

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Forthcoming Issues

Herschel Brickell, head of the trade department of Henry Holt & Co., is writing for next week's issue a news story about the rapid changes which have taken place in the literary pages and columns of New York newspapers since the sale of the New York *World*. This will be the leading article in the March 21st issue.

In the Rare Book Department next week John T. Winterich will continue his "Romantic Stories of Books" with a chapter on "The Biglow Papers." John Carter, who contributed to the Rare Book Section of January 17th an article on "Looking Backward," has written a companion piece for the same issue "Looking Forward."

The first of our special spring Childrens Book Sections will appear in the March 28th issue. Ruth Leigh has written for it "Children's Books For Middle Class Families." This issue will also contain an article on the publishers' spring lists of children's books.

The Publishers' Weekly
The American Booktrade Journal

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If you are asked about a book not of the current season look first in:

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Mid-Winter Index January 3, 1931

The next Index Number of the PUBLISHERS' WEEKLY will appear July 4th, 1931

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